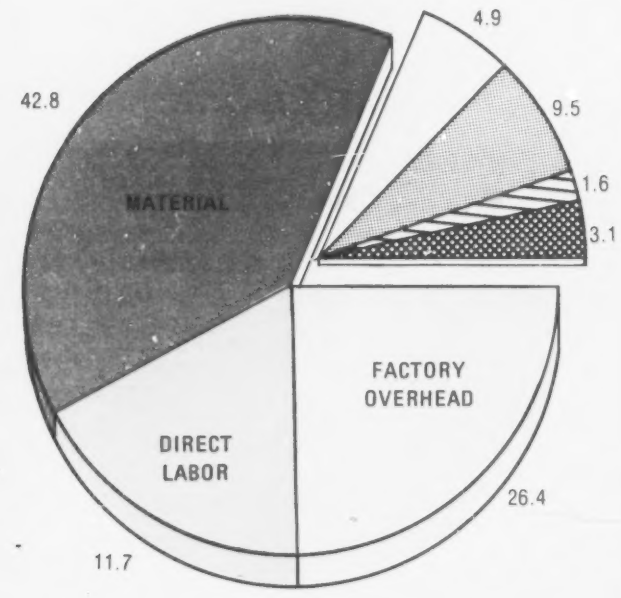
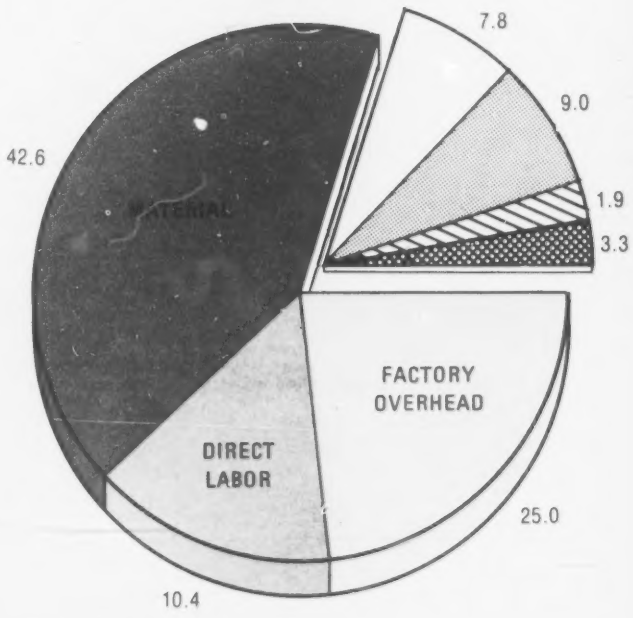
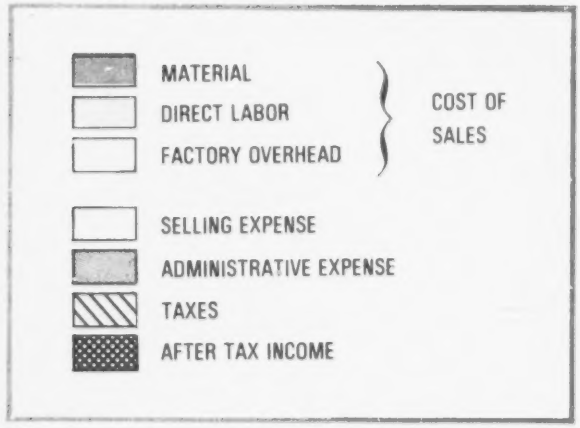
DISTRIBUTION OF SALES DOLLAR SUMMARY

CUSTOM
(Percent)



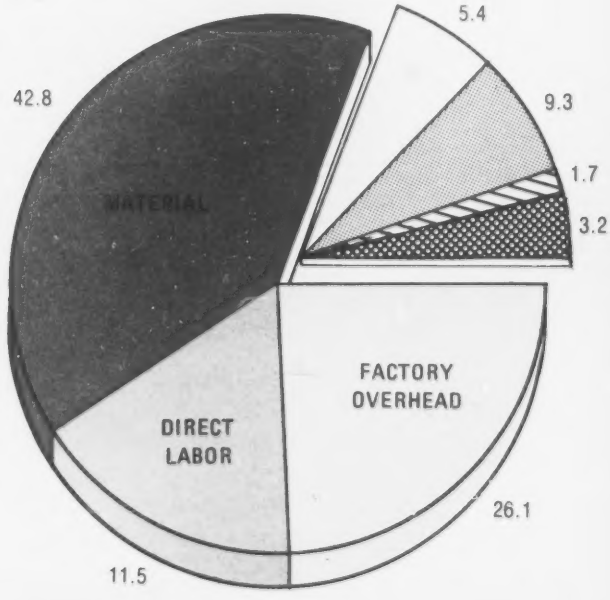
PROPRIETARY
(Percent)





These charts summarize the distribution of the sales dollar for custom processors, proprietary processors and the industry.

INDUSTRY
(Percent)



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A8920-4

FINANCIAL AND OPERATING RATIOS

SURVEY NO. 22 • 1983

PLASTICS PROCESSING COMPANIES

FINANCIAL MANAGEMENT COMMITTEE
THE SOCIETY OF THE PLASTICS INDUSTRY, INC.
355 LEXINGTON AVENUE, NEW YORK, N.Y. 10017

HOW TO ORDER

All orders for Financial and Operating Ratios Survey No. 22, (1983) should be directed to the Statistical Department, The Society of the Plastics Industry, 355 Lexington Avenue, New York, N.Y. 10017. Checks made payable to SPI must accompany all orders. Price $50.00 (SPI members); $100.00 (non-members).

RELEASE DATE: JUNE 30, 1984

ABOUT THE FINANCIAL MANAGEMENT COMMITTEE...

The Financial Management Committee is comprised of executives from over seventy-five plastics processing firms located throughout the United States. Each representative has an extensive background in finance, management and manufacturing. The group meets regularly during the year to discuss industry problems and monitor the various survey programs.

At present, the Committee conducts annual and biennial surveys among the Society's plastics processing companies. They regularly sponsor a Financial and Operating Ratios Survey, a Salary Survey and a Labor Survey.

Besides the survey work, this group also sponsors workshops, conducts seminars and runs conferences for other Operating Units of the Society.

For more information on how to become an active member of this important Committee, write to the Staff Director, Financial Management Committee, The Society of the Plastics Industry, Inc., 355 Lexington Avenue, New York, N.Y. 10017.

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HIGHLIGHTS

The 1983 Financial and Operating Ratios report follows the revised format that was introduced last year. The new format again attracted wide participation—183 firms. Because of the increased breadth of coverage it was possible to provide, for the first time, data for five breakdowns for three sales groups of custom processors. Reports from proprietary firms were still too few and permitted only one classification—all proprietary—for the three sales groups.

As heretofore, companies are classified by major activity. In each case average (median) operating statements and balance sheet data are presented as well as data for firms with net profits before income taxes below average and firms with net profits above average. Specific data on the determination of less and more profitable are in the tables.

When substantial portions of a firm's operations are devoted to more than one activity—30 percent or more—the firm is classified under each activity. As a result of such multiple classifications the number of reports processed increased to 268.

The greater participation enabled us to tabulate results for six end-use groups, the largest number to date. These end-use groups include: appliances, construction, electronics, medical, packaging and transportation. There were sufficient returns for electronics, packaging and transportation to enable us to report average (median) results as well as data for below and above average net profit firms separately.

Some of the findings of the 1983 survey are listed below:

(a) Industry sales increased by 12.5 per cent between 1982-1983 as compared to only a 0.6 per cent increase between 1981-1982. The largest increases occurred among firms with sales of more than $10 million (13.7 per cent).

Sales of proprietary processors increased by 10.9 per cent compared to 2.1 per cent a year earlier. The largest increase, 14.9 per cent, occurred among firms with sales under $5 million.

Sales of custom processors increased 13.5 per cent compared to 0.3 per cent a year earlier. The largest increase, 19.2 per cent, was among firms with sales over $10 million.

(b) The pretax net income to sales ratio for the industry for 1983 was 4.9 per cent compared to 3.8 per cent in 1982. The ratios for proprietary processors were 5.2 per cent in 1983 compared to 5.0 per cent in 1982. For custom processors the ratios were 4.7 per cent in 1983 compared to 3.1 per cent in 1982.

(c) The sharp increase in the pretax to sales ratio for custom processors reflects a sizeable decrease in cost of materials to sales and direct labor to sales ratios which more than offset increases in selling and administrative expense to sales ratios.

(d) The only slight increase in the pretax net income to sales ratio for proprietary firms results from the rapid increases in the selling expense ratio which almost wiped out the sharp decrease in the factory overhead to sales ratio and the more minor decreases in the direct material and administrative expense to sales ratios.

(e) The average collection period increased substantially for both custom and proprietary processors for the three sales groups. For example the average collection period for custom firms with sales over $10 million increased from 44.0 days in 1982 to 54.3 days in 1983; for proprietary firms in the same sales group the increase was from 47.3 days in 1982 to 53.4 days in 1983. The increases in average collection period for firms, both custom and proprietary, were even larger among the smaller-size sales groups.

All normally used financial ratios are not reported in the survey. However, they can easily be calculated from the reported data. A list of these financial ratios and explanation of their use is given below:

I Liquidity ratios which test the short-term financial position.

a. Current Ratio: $\frac{\text{Current Assets}}{\text{Current Liabilities}}$ is a rough indication of a firm's ability to meet its immediate obligations. Composition and quality of the assets are as important as the absolute ratio.

b. The Quick Ratio: $\frac{\text{Cash \& Equivalents + Receivables,}}{\text{Current Liabilities}}$ is a more conservative measure of liquidity. A value of unity means that all current obligations can be met without having to convert any inventory to sales.

c. The Average Collection Period: $\frac{\text{Receivables} \times 365,}{\text{Annual Sales}}$ shows the mean time to collect from customers. When compared with standard terms, delinquency rates can be calculated. Since this measure compares receivables on one day with sales for the entire year, it is subject to wide seasonal fluctuations. Individual company data should be averaged if seasonal effects are substantial.

d. The Number of Days Supply: $\frac{\text{Total Inventory} \times 365,}{\text{Annual Cost of Sales}}$ measures the effectiveness of the firm's inventory management.

II Coverage Ratios which measure ability to service debt.

a. EBIT/Interest. $\frac{\text{Profit Before Income Taxes + Interest Paid,}}{\text{Interest Paid}}$ is a measure of a firm's ability to meet interest payments on its debt. A high ratio indicates little difficulty in meeting such obligations, and an ability to handle more debt.

b. Cash Flow/Current Maturities:

$\frac{\text{Profit After Income Taxes + Depreciation \& Amortization,}}{\text{Current Portion of Long-Term Debt}}$ measures the firm's ability to handle the retirement of its term debt. Although all cash is not available for debt service, it is perhaps the highest priority use, and a ratio less than unity would be cause for concern.

III Leverage ratios measure the vulnerability of a firm during business downturns as well as potentially favorable tax consequences during periods of high volume.

a. Debt/Worth: $\frac{\text{Total Liabilities,}}{\text{Net Worth}}$ expresses the degree of protection for the creditors provided by the owners of the firm. A ratio of unity indicates a reasonable balance between long-term financial safety and aggressive application of the firm's resources.

b. Fixed/Worth: $\frac{\text{Net Fixed Assets,}}{\text{Net Worth}}$ measures the extent to which equity capital has been invested in plant and equipment. The presence of leased assets, not shown on the Balance Sheet may alter the implication of this ratio substantially.

IV Operating ratios measure the performance of management.

a. $\frac{\text{Profit Before Taxes}}{\text{Net Worth}} \times 100$ expresses the return on equity capital employed in the business.

b. $\frac{\text{Profit Before Taxes}}{\text{Total Assets}} \times 100$ expresses the return on all the resources available to management.

NUMBER OF FIRMS*

TYPE	CUSTOM MOLDERS & PROCESSORS				PROPRIETARY MOLDERS & PROCESSORS				All Processors
	Sales Less Than $5 Million	Sales $5 Million-$10 Million	Sales $10 Million and Over	Total	Sales Less Than $5 Million	Sales $5 Million-$10 Million	Sales $10 Million and Over	Total	
INJECTION	32	13	16	61	9	5	9	23	84
COMPRESSION	9	6	13	28	3	4	6	13	41
REINFORCED	8	3	3	14	3	2	3	8	22
EXTRUSION	13	13	11	37	6	5	5	16	53
OTHER	26	12	11	49	8	5	6	19	68
TOTAL	88	47	54	189	29	21	29	79	268

*Including multiple classifications

NUMBER OF EMPLOYEES
1983

NUMBER OF EMPLOYEES	CUSTOM				PROPRIETARY				BOTH				INDUSTRY			
	I[a]	II[b]	III[c]	Total	I	II	III	Total	I	II	III	Total	I	II	III	Total
0 — 49	35	3	—	38	8	—	—	8	5	—	—	5	48	3	—	51
50 — 99	27	7	1	35	3	3	—	6	6	3	2	11	36	13	3	52
100 — 149	2	14	1	17	—	1	—	1	—	5	2	7	2	20	3	25
150 — 199	1	1	6	8	—	1	4	5	—	1	2	3	1	3	12	16
200 — 299	—	3	5	8	—	1	3	4	—	1	—	1	—	5	8	13
300 — 399	—	—	5	5	—	—	2	2	—	—	—	—	—	—	7	7
400 — 499	—	—	1	1	—	—	—	—	—	—	2	2	—	—	3	3
500 and over	—	—	6	6	—	—	1	1	—	—	5	5	—	—	12	12
Total	65	28	25	118	11	6	10	27	11	10	13	34	87	44	48	179
Total Employees	3,194	3,193	8,363	14,750	390	778	2,676	3,844	514	1,149	6,577	8,240	4,098	5,120	17,616	26,834

a) I—Sales less than $5 Million
b) II—Sales $5 Million to $10 Million
c) II —Sales $10 Million or more
d) 4 firms did not report

GEOGRAPHICAL DISTRIBUTION OF RESPONDING FIRMS

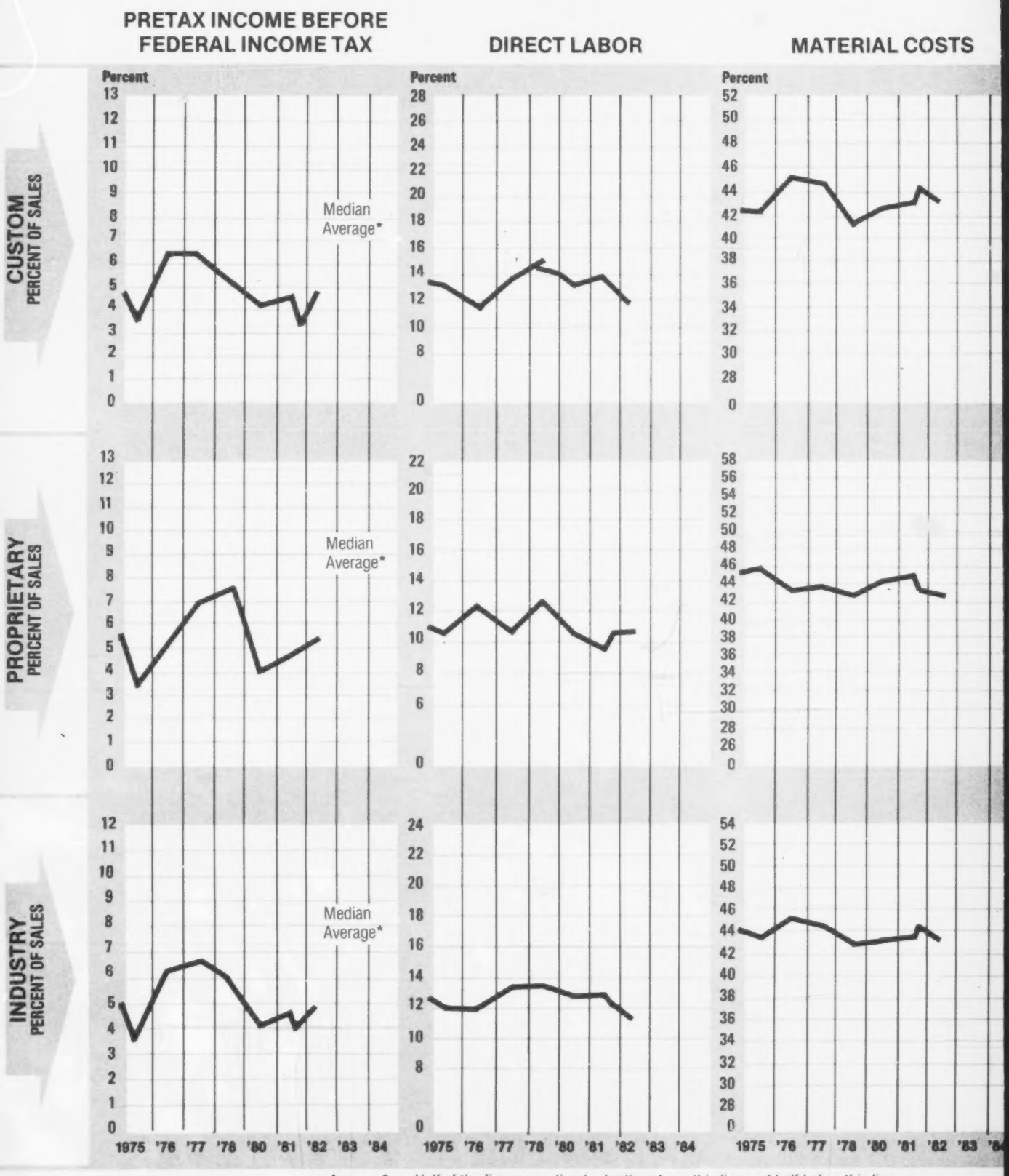
REGION	STATE	TOTAL	REGION	STATE	TOTAL
1	CONNECTICUT	3	6	KENTUCKY	3
	MASSACHUSETTS	8		OHIO (Cincinnati-Dayton)	1
	NEW HAMPSHIRE	1		TOTAL	4
	RHODE ISLAND	1	7	ILLINOIS (CHICAGO AREA)	6
	VERMONT	1		TOTAL	6
	TOTAL	14	8	MINNESOTA	12
2	NEW JERSEY (Northern)	1		MISSOURI	4
	NEW YORK	2		NEBRASKA	2
	TOTAL	3		TOTAL	18
3	DELAWARE	1	9	ARKANSAS	1
	NEW JERSEY (Lower)	9		OKLAHOMA	1
	NEW YORK	7		TEXAS	6
	PENNSYLVANIA	6		TOTAL	8
	TOTAL	23	10	ARIZONA	2
4	FLORIDA	1		COLORADO	3
	GEORGIA	1		NEVADA	1
	MISSISSIPPI	1		TOTAL	6
	NORTH CAROLINA	5	11	OREGON	5
	SOUTH CAROLINA	2		WASHINGTON	1
	TENNESSEE	2		TOTAL	6
	VIRGINIA	2	12	NORTHERN CALIFORNIA	1
	TOTAL	14		TOTAL	1
5	ILLINOIS (Excluding Chicago)	4	13	SOUTHERN CALIFORNIA	12
	INDIANA	10		TOTAL	12
	MICHIGAN	18		HAWAII	1
	OHIO (Excluding Cincinnati-Dayton)	24			
	WISCONSIN	11		**GRAND TOTAL**	183
	TOTAL	67			

BASIS ON WHICH RATIOS WERE REPORTED

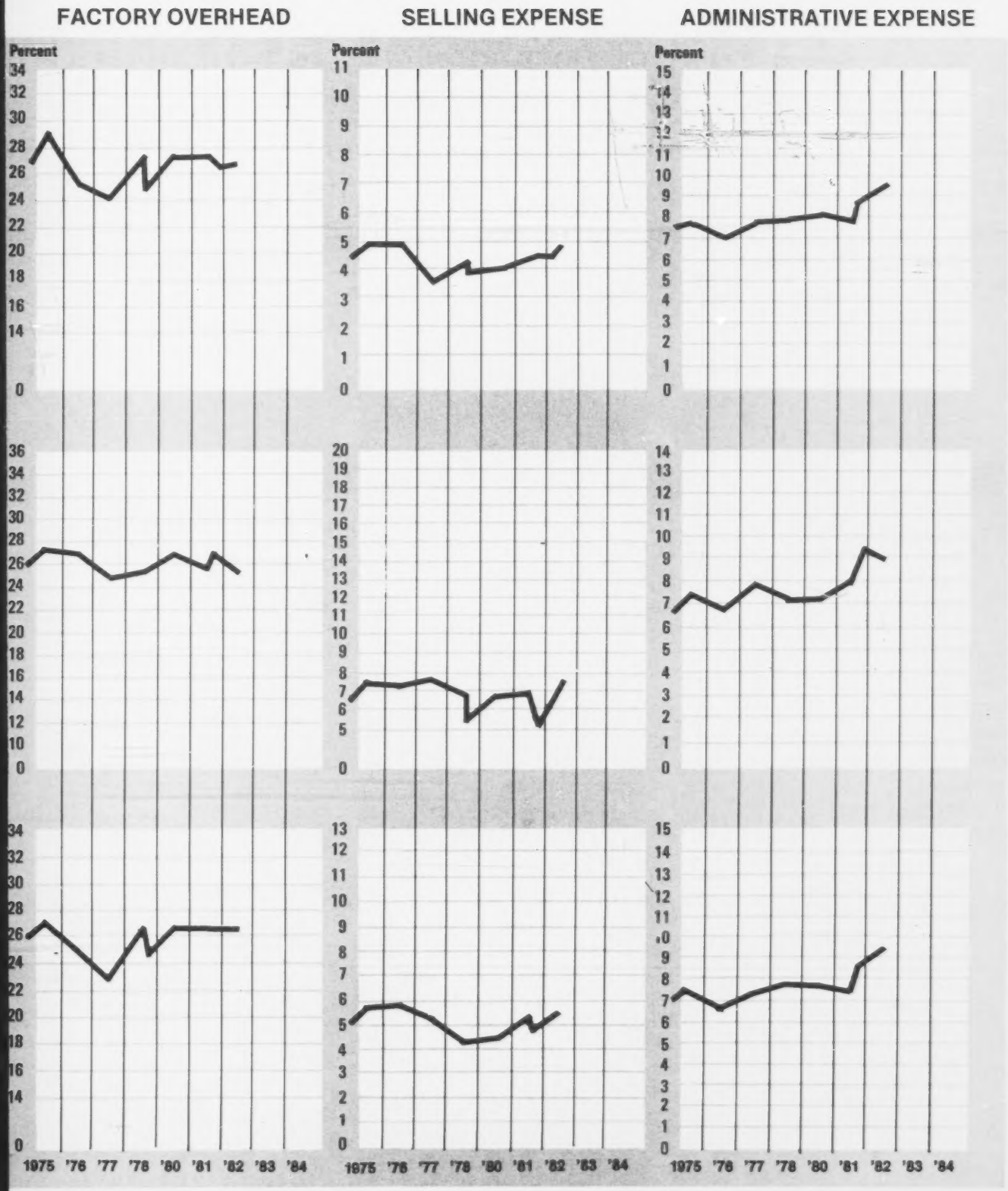
BASIS	NO. OF RESPONSES
CALENDAR YEAR	86
JANUARY	3
FEBRUARY	2
MARCH	5
APRIL	2
MAY	3
JUNE	24
JULY	8
AUGUST	9
SEPTEMBER	18
OCTOBER	12
NOVEMBER	6
TOTAL	178*

*5 Firms did not report

TRENDS IN PROFITS AND COSTS FOR PERIOD 1975 - 1983



Average* — Half of the firms reporting had ratios above this line and half below this line.


FACTORY OVERHEAD
SELLING EXPENSE
ADMINISTRATIVE EXPENSE
Percent
Percent
Percent
1975 '76 '77 '78 '80 '81 '82 '83 '84
1975 '76 '77 '78 '80 '81 '82 '83 '84
1975 '76 '77 '78 '80 '81 '82 '83 '84

PERCENTAGE CHANGE IN NET SALES
1982-1983

PERCENT	CUSTOM				PROPRIETARY				INDUSTRY			
	Less Than $5 Million	$5 Million-$10 Million	$10 Million or More	Total	Less Than $5 Million	$5 Million-$10 Million	$10 Million or More	Total	Less Than $5 Million	$5 Million-$10 Million	$10 Million or More	Total
– 10 or less	13	4	1	18	2	2	1	5	15	6	2	23
0 to – 9.9	7	8	4	19	1	4	4	9	8	12	8	28
0 to 9.9	16	8	8	32	6	6	3	15	22	14	11	47
10 to 19.9	14	4	6	24	7	2	4	13	21	6	10	37
20 to 29.9	8	9	7	24	2	2	6	10	10	11	13	34
30 to 39.9	4	2	6	12	2	–	2	4	6	2	8	16
40 or more	17	4	4	25	3	–	1	4	20	4	5	29
TOTAL	79	39	36	154	23	16	21	60	102	55	57	214
MEDIAN CHANGE	12.0	5.8	19.2	13.5	14.7	0.5	12.5	10.9	12.3	5.6	13.7	12.5
MEDIAN CHANGE 1981-82	1.0	(0.3)	(1.2)	0.3	3.6	4.2	(4.9)	2.1	1.9	5.0	(3.6)	0.6

COMPARISON ON PROFIT BEFORE TAXES 1982-83
FOR INDUSTRY GROUPS
(in percent)

GROUP	SALES LESS THAN $5 MILLION		SALES $5 MILLION OR MORE	
	1983	1982	1983	1982
INDUSTRY	4.7	4.2	5.2	3.6
PROPRIETARY	4.2	4.8	5.7	5.2
CUSTOM	4.7	4.2	4.6	2.6
INJECTION	4.4	2.4	5.2	1.5
COMPRESSION & REINFORCED	3.5	4.8	3.6	3.1
EXTRUSION	4.3	4.5	5.4	5.0
OTHER PROCESS TYPES	4.9	4.2	4.7	2.1

PLASTIC PROCESSING INDUSTRY BY SALES GROUPS

SALES $10 MILLION AND OVER			Operating Statements	SALES $10 MILLION AND OVER		
Less Profitable*	Median	More Profitable*		Less Profitable**	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
0.8	1.5	2.2	Freight Out & Warehousing	0.8	2.0	3.1
2.3	2.1	1.9	Direct Packaging & Shipping Supplies	3.3	2.6	1.9
43.8	41.9	40.1	Direct Materials	38.5	36.2	33.8
11.3	10.8	10.3	Direct Labor	10.6	10.1	9.7
11.2	10.4	9.5	Indirect Labor	10.7	9.9	9.0
3.3	3.5	3.7	Utilities	3.9	3.8	3.6
5.7	4.8	4.0	Other Variable Mfg. Expense	7.2	4.8	2.5
3.0	2.9	2.7	Depreciation Expense	3.4	3.3	3.2
0.2	0.3	0.4	Lease Expense	0.1	0.2	0.3
1.2	1.4	1.6	Other Fixed Mfg. Expense	1.3	1.6	1.8
(0.4)	0.3	0.1	Net on Tool Transactions	0.7	1.2	1.7
1.5	1.6	1.7	Sales Commissions	2.2	2.1	1.9
3.3	3.0	2.6	Other Sales Expense	4.3	5.8	7.2
5.3	5.8	6.4	Administrative Expense	5.4	6.1	6.9
1.4	1.3	1.2	Engineering Expense	1.4	1.3	1.2
0.4	0.5	0.6	Research & Development Expense	0.5	0.5	0.6
5.7	7.9	11.0	Operating Earnings	5.7	8.5	11.6
2.3	1.4	0.1	Interest	2.2	0.9	(0.3)
(0.2)	(0.2)	(0.3)	Misc. (Income) or Expense	(0.4)	(0.2)	(0.1)
3.6	6.7	11.2	Profit Before Income Taxes	3.9	7.8	12.0
1.3	2.2	3.7	Federal Income Tax	1.6	2.2	3.7
0.2	0.3	0.6	Other Income Taxes	0.2	0.3	0.4
2.1	4.2	6.9	PROFIT AFTER INCOME TAXES	2.1	5.3	7.9
172.8%	183.0%	193.1%	Sales as Percentage of Total Assets	170.9%	165.5%	160.0%
			Balance Sheets			
1.2	2.4	3.6	Cash & Equivalents	1.2	1.0	0.9
24.3	26.8	29.3	Accounts & Notes Receivable	24.8	24.2	23.5
7.3	7.5	7.8	Raw Material Inventory	6.5	6.7	7.0
4.5	3.7	2.9	Work in Process Inventory	3.4	2.7	2.0
8.8	10.4	12.0	Finished Goods Inventory	10.0	12.3	14.6
5.2	4.7	4.2	LIFO Reserve	5.1	5.5	5.9
1.1	1.0	0.2	Packaging & Shipping Supplies	1.1	1.4	1.7
1.5	1.2	0.9	Other Current Assets	0.9	1.1	1.2
43.5	48.3	53.1	CURRENT ASSETS	42.8	43.9	45.0
34.2	29.3	24.3	Land & Buildings, at Cost	36.9	30.9	24.8
9.7	7.3	4.9	Depreciation Reserve	12.0	8.4	4.7
55.7	55.1	54.5	Machinery & Equipment, at Cost	55.2	55.0	54.8
29.6	29.9	30.1	Depreciation Reserve	29.6	26.0	22.5
5.7	5.2	4.7	Molds, Tools & Dies, at Cost	5.7	6.7	7.7
2.5	2.7	3.0	Depreciation Reserve	3.2	4.8	6.4
2.7	2.0	1.4	Other Long-Term Assets	4.2	2.7	1.3
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
3.1	1.7	0.3	Current Portion of Term Debt	3.1	1.7	0.3
5.6	3.7	1.7	Notes Payable	3.3	1.6	n.a.
10.4	9.9	9.5	Accounts Payable, Trade	10.8	8.7	6.6
7.0	6.0	5.0	Other Payables & Accruals	6.9	5.2	3.5
1.3	4.2	7.1	Provision for Income Taxes	1.8	5.3	8.7
27.4	25.5	23.6	CURRENT LIABILITIES	25.9	22.5	19.1
11.7	9.3	7.3	Real Estate Mortgages	12.7	9.2	5.8
15.0	10.9	6.1	Other Long-Term Debt	17.3	10.9	4.4
54.1	45.7	37.0	TOTAL LIABILITIES	55.9	42.6	29.3
45.9	54.3	63.0	EQUITY (NET WORTH)	44.1	57.4	70.7
			Statistical Data			
$59,872	$69,450	$76,447	Net Sales/Number of All Employees	$59,872	$69,081	$78,289
49.9%	51.8%	53.7%	Prod. Man Hrs./Available Mach. Hrs.	53.0%	58.0%	63.0%
$36.51	$36.73	$36.94	Net Sales/All Employees Man Hours	$37.86	$38.30	$38.73
331.0%	351.9%	372.7%	Net Sales/Total Employment Costs	330.7%	371.6%	412.4%
$49.21	$55.30	$61.38	Net Sales/Production Worker Man Hrs.	$60.90	$61.15	$61.40
509.6%	557.3%	604.9%	Net Sales/Prod. Worker Emp. Costs	509.6%	660.7%	811.8%
$.87	$.99	$1.05	(Net Sales—Cost of Matls.)/lbs. Proc.	$.84	$.98	$1.11
$.37	$.31	$.25	Total Mfg. Payroll/lbs. Processed	$.24	$.23	$.22
1.6%	13.7%	25.7%	Percent Change in Sales, '83 vs. '82	1.0%	12.5%	24.0%
40.8†	42.3†	45.8†	365 ÷ (Cost of Sales/Inventory)	39.6†	48.0†	58.6†
51.3	53.5	55.4	Average Collection Period	53.0	53.4	53.6
6.2%	12.3%	21.6%	Profit Before Income Taxes/Assets	6.7%	12.9%	19.2%
4.2%	8.5%	15.2%	Profit Before Income Taxes/Gross Assets	4.4%	8.9%	13.8%
7.6%	9.9%	13.2%	Cash Return/Gross Assets	7.5%	10.4%	12.7%
7.9%	14.2%	21.1%	Net Income/Equity	8.1%	15.3%	17.9%
$.60	$.58	$.57	Processing Costs*/lbs. Processed	$.51	$.52	$.52

PROPRIETARY PROCESSORS BY SALES GROUPS

†days

*Less Profitable: PBIT less than 6.7%

*More Profitable: PBIT equal or more than 6.7%

**Less Profitable: PBIT less than 7.8%

**More Profitable: PBIT equal to or more than 7.8%

SALES $10 MILLION AND OVER						
Less Profitable*	Median	More Profitable*	Operating Statements			
100.0	100.0	100.0	Net Sales			
0.9	0.7	0.5	Freight Out & Warehousing			
2.2	2.0	1.9	Direct Packaging & Shipping Supplies			
45.0	44.5	43.9	Direct Materials			
11.5	11.4	11.3	Direct Labor			
11.2	10.7	10.2	Indirect Labor			
3.3	3.5	3.7	Utilities			
5.2	4.8	4.4	Other Variable Mfg. Expense			
3.0	2.8	2.5	Depreciation Expense			
0.4	0.4	0.5	Lease Expense			
1.5	1.4	1.2	Other Fixed Mfg. Expense			
(0.4)	(0.4)	(0.4)	Net on Tool Transactions			
1.5	1.3	1.2	Sales Commissions			
2.8	2.6	2.4	Other Sales Expense			
5.3	5.9	6.4	Administrative Expense			
1.4	1.1	0.8	Engineering Expense			
0.4	0.6	0.8	Research & Development Expense			
4.8	6.7	8.7	Operating Earnings			
2.8	1.5	0.2	Interest			
(0.1)	(0.3)	(0.6)	Misc. (Income) or Expense			
2.1	5.5	9.1	Profit Before Income Taxes			
1.3	2.0	3.4	Federal Income Tax			
0.1	0.3	0.6	Other Income Taxes			
0.7	3.2	5.1	PROFIT AFTER INCOME TAXES			
175.1%	185.0%	194.9%	Sales as Percentage of Total Assets			
			Balance Sheets			
1.1	3.8	6.5	Cash & Equivalents			
23.7	27.5	31.3	Accounts & Notes Receivable			
8.3	8.1	8.0	Raw Material Inventory			
4.5	4.4	4.3	Work in Process Inventory			
8.7	8.8	8.8	Finished Goods Inventory			
5.7	4.6	3.4	LIFO Reserve			
1.0	0.8	0.6	Packaging & Shipping Supplies			
2.1	2.0	0.9	Other Current Assets			
43.7	50.8	57.0	CURRENT ASSETS			
33.4	28.4	24.3	Land & Buildings, at Cost			
8.7	7.0	5.3	Depreciation Reserve			
55.9	55.2	54.5	Machinery & Equipment, at Cost			
29.6	30.9	32.2	Depreciation Reserve			
5.7	3.9	2.2	Molds, Tools & Dies, at Cost			
2.5	2.3	2.2	Depreciation Reserve			
2.1	1.9	1.7	Other Long-Term Assets			
100.0	100.0	100.0	TOTAL ASSETS			
2.5	1.7	0.9	Current Portion of Term Debt			
6.6	8.0	9.5	Notes Payable			
10.2	10.0	9.8	Accounts Payable, Trade			
7.0	6.4	5.7	Other Payables & Accruals			
1.3	2.3	3.3	Provision for Income Taxes			
27.6	28.4	29.2	CURRENT LIABILITIES			
11.1	9.3	7.5	Real Estate Mortgages			
15.3	10.9	6.4	Other Long-Term Debt			
54.0	48.6	43.1	TOTAL LIABILITIES			
46.0	51.4	56.9	EQUITY (NET WORTH)			
			Statistical Data			
$66,798	$69,558	$72,317	Net Sales/Number of All Employees			
46.4%	49.8%	53.2%	Prod. Man Hrs./Available Mach. Hrs.			
$36.08	$34.99	$33.89	Net Sales/All Employees Man Hours			
331.0%	344.3%	357.6%	Net Sales/Total Employment Costs			
$47.13	$48.10	$49.06	Net Sales/Production Worker Man Hrs.			
520.4%	497.1%	473.7%	Net Sales/Prod. Worker Emp. Costs			
$1.03	$1.03	$1.03	(Net Sales—Cost of Matls.)/lbs. Proc.			
$.39	$.35	$.30	Total Mfg. Payroll/lbs. Processed			
9.3%	19.2%	29.0%	Percent Change in Sales, '83 vs. '82			
39.1†	40.1†	41.4†	365 ÷ (Cost of Sales/Inventory)			
49.4	54.3	58.6	Average Collection Period			
3.7%	10.2%	17.7%	Profit Before Income Taxes/Assets			
2.5%	7.0%	12.3%	Profit Before Income Taxes/Gross Assets			
6.1%	8.7%	10.5%	Cash Return/Gross Assets			
2.7%	11.5%	17.5%	Net Income/Equity			
$.68	$.65	$.62	Processing Costs*/lbs. Processed			

†Days
*Less Profitable: PBIT less than 5.5%
*More Profitable: PBIT equal to or more than 5.5%

CUSTOM INJECTION MOLDERS BY SALES GROUPS

SALES $10 MILLION AND OVER			Operating Statements
Less Profitable	Median	More Profitable	
100.0	100.0	100.0	Sales
0.1	0.1	0.2	Freight Out & Warehousing
1.9	1.4	0.9	Direct Packaging & Shipping Supplies
43.9	43.8	43.2	Direct Materials
10.7	10.5	9.9	Direct Labor
11.6	11.0	10.5	Indirect Labor
3.3	3.3	3.3	Utilities
5.0	4.5	3.5	Other Variable Mfg. Expense
3.1	2.7	2.3	Depreciation Expense
0.2	0.4	0.6	Lease Expense
3.8	2.7	1.0	Other Fixed Mfg. Expense
(0.8)	(0.7)	(0.6)	Net on Tool Transactions
1.4	1.0	0.7	Sales Commissions
2.3	2.2	2.0	Other Sales Expense
5.2	6.2	6.6	Administrative Expense
1.3	1.3	1.2	Engineering Expense
0.4	0.5	0.5	Research & Development Expense
6.6	9.1	14.2	Operating Earnings
2.6	1.9	0.1	Interest
0.1	(0.1)	(0.2)	Misc. (Income) or Expense
3.9	7.3	14.3	Profit Before Income Taxes
1.8	2.5	5.8	Federal Income Tax
0.1	0.3	0.6	Other Income Taxes
2.0	4.5	7.9	PROFIT AFTER INCOME TAXES
199.6%	189.6%	179.5%	Sales as Percentage of Total Assets
			Balance Sheets
0.6	7.5	14.5	Cash & Equivalents
23.6	27.5	31.4	Accounts & Notes Receivable
9.2	8.1	7.0	Raw Material Inventory
3.6	4.5	5.4	Work in Process Inventory
9.7	8.7	6.6	Finished Goods Inventory
5.1	5.6	6.2	LIFO Reserve
1.5	0.9	0.3	Packaging & Shipping Supplies
1.2	1.2	1.3	Other Current Assets
44.3	52.8	60.3	CURRENT ASSETS
36.3	26.5	16.6	Land & Buildings, at Cost
12.0	8.4	4.8	Depreciation Reserve
63.2	59.5	56.9	Machinery & Equipment, at Cost
33.4	32.1	30.8	Depreciation Reserve
0.8	0.9	1.1	Molds, Tools & Dies, at Cost
0.1	0.6	1.1	Depreciation Reserve
0.9	1.4	1.8	Other Long-Term Assets
100.0	100.0	100.0	TOTAL ASSETS
1.6	1.0	0.4	Current Portion of Term Debt
8.6	5.2	1.7	Notes Payable
9.0	10.4	11.8	Accounts Payable, Trade
7.1	8.5	9.9	Other Payables & Accruals
2.3	2.5	2.7	Provision for Income Taxes
28.6	27.6	26.5	CURRENT LIABILITIES
4.9	5.4	5.8	Real Estate Mortgages
18.3	13.0	6.8	Other Long-Term Debt
51.8	46.0	39.1	TOTAL LIABILITIES
48.2	54.0	60.9	EQUITY (NET WORTH)
			Statistical Data
$56,834	$64,233	$71,633	Net Sales/Number of All Employees
44.6%	49.0%	53.4%	Prod. Man Hrs./Available Mach. Hrs.
$36.08	$36.63	$37.17	Net Sales/All Employees Man Hours
322.0%	326.6%	330.6%	Net Sales/Total Employment Costs
$50.83	$49.95	$49.06	Net Sales/Production Worker Man Hrs.
560.0%	548.4%	536.8%	Net Sales/Prod. Worker Emp. Costs
$1.34	$1.57	$1.80	Net Sales—Cost of Matls./lbs. Proc.
$.54	$.56	$.57	Total Mfg. Payroll/lbs. Processed
10.1%	20.5%	30.8%	Percent Change in Sales, '83 vs. '82
38.1	37.6	34.5	Cost of Sales/Inventory
43.2	52.9	63.8	Average Collection Period
7.8%	13.8%	25.7%	Profit Before Income Taxes/Assets
5.2%	9.4%	18.0%	Profit Before Income Taxes/Gross Assets
8.5%	10.6%	12.9%	Cash Return/Gross Assets
8.3%	15.8%	23.3%	Net Income/Equity
$.90	$.98	$.99	Processing Costs*/lbs. Processed

*Less Profitable: PBIT less than 7.3%
*More Profitable: PBIT equal to or more than 7.3%

CUSTOM COMPRESSION, REINFORCED MOLDERS BY SALES GROUPS

SALES $10 MILLION AND OVER		
Less Profitable	Median	More Profitable
0.2	1.0	1.9
1.2	3.1	4.9
40.1	38.7	37.1
11.4	12.4	13.3
14.3	12.9	11.4
3.4	3.5	3.7
5.4	5.7	5.9
3.2	2.7	2.2
0.3	0.4	0.5
1.3	1.2	1.0
0.7	0.4	0.2
0.6	1.0	1.3
3.5	3.2	3.0
6.1	5.9	5.7
1.4	1.0	0.6
0.7	0.6	0.6
6.2	6.3	6.7
3.1	2.3	0.4
(0.4)	(0.5)	(0.7)
3.5	4.5	7.0
1.5	1.9	2.9
0.1	0.2	0.2
1.9	2.4	3.9
164.0%	178.6%	193.2%
1.3	1.3	1.3
26.3	28.2	30.2
7.4	6.8	6.2
4.5	4.8	5.1
9.7	11.6	13.5
3.2	3.2	3.2
0.7	1.7	2.7
0.6	0.8	1.0
47.3	52.0	56.8
38.8	27.5	16.2
17.4	10.8	4.3
56.7	54.6	52.4
31.0	27.7	24.4
6.1	4.0	1.9
2.9	2.4	1.8
2.4	2.8	3.2
100.0	100.0	100.0
2.3	1.9	1.6
1.1	11.1	21.0
9.0	9.9	10.8
7.4	6.5	5.6
1.0	3.1	5.2
21.8	32.5	44.2
13.2	9.9	6.5
23.5	15.7	7.1
58.5	58.1	57.8
41.5	41.9	42.2
$51,000	$55,891	$60,682
45.7%	53.9%	62.0%
$28.27	$32.29	$36.30
200.1%	257.0%	313.8%
$40.22	$42.71	$45.51
458.7%	435.6%	412.4%
$1.41	$1.18	$.94
$.39	$.35	$.30
0.9%	9.5%	18.0%
50.7	50.1	49.6
58.5	57.6	57.1
5.7%	8.0%	13.5%
3.7%	5.8%	10.1%
7.1%	7.8%	9.1%
7.5%	10.2%	17.9%
$.92	$.74	$.57

*Less Profitable: PBIT less than 4.5%
*More Profitable: PBIT equal to or more than 4.5%

CUSTOM EXTRUSION PROCESSORS BY SALES GROUPS				OTHER CUSTOM PROCESSORS BY SALES GROUPS		
SALES $10 MILLION AND OVER				SALES $10 MILLION AND OVER		
Less Profitable	Median	More Profitable	Operating Statements	Less Profitable	Median	More Profitable
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
0.7	1.0	1.4	Freight Out & Warehousing	3.9	3.3	2.7
1.1	1.6	2.1	Direct Packaging & Shipping Supplies	3.6	3.2	2.9
59.2	53.9	48.1	Direct Materials	40.3	39.2	38.4
8.3	9.5	10.8	Direct Labor	13.5	12.3	11.0
8.9	7.9	6.9	Indirect Labor	9.1	8.4	7.7
2.6	2.8	3.0	Utilities	2.9	3.6	4.4
2.8	3.1	4.4	Other Variable Mfg. Expense	5.1	5.7	6.2
1.8	2.1	2.4	Depreciation Expense	2.9	3.3	3.7
0.4	0.4	0.5	Lease Expense	1.0	0.5	N.A.
2.3	2.0	1.6	Other Fixed Mfg. Expense	3.2	4.0	4.8
(0.2)	0.1	0.5	Net on Tool Transactions	0.1	0.2	0.4
0.2	0.4	0.6	Sales Commissions	2.0	1.9	1.7
1.9	2.3	2.7	Other Sales Expense	2.6	2.1	1.7
5.9	5.0	4.0	Administrative Expense	3.2	4.1	4.9
0.4	0.2	N.A.	Engineering Expense	2.0	2.0	2.0
0.4	0.8	1.2	Research & Development Expense	0.5	0.4	0.3
3.3	6.9	9.8	Operating Earnings	4.1	5.8	7.2
0.2	0.3	0.3	Interest	2.3	2.4	2.6
0.1	(0.1)	(0.3)	Misc. (Income) or Expense	(0.3)	(0.6)	(0.8)
3.0	6.7	9.8	Profit Before Income Taxes	2.1	4.0	5.4
0.6	2.1	3.7	Federal Income Tax	0.7	1.2	1.7
0.1	0.3	0.5	Other Income Taxes	0.2	0.3	0.4
2.3	4.3	5.6	PROFIT AFTER INCOME TAXES	1.2	2.5	3.3
231.2%	241.1%	251.0%	Sales as Percentage of Total Assets	157.8%	173.9%	190.0%
			Balance Sheets			
0.6	4.4	8.3	Cash & Equivalents	1.3	1.0	0.8
31.5	32.5	33.4	Accounts & Notes Receivable	21.2	24.2	27.1
17.7	13.9	10.1	Raw Material Inventory	8.7	8.5	8.3
0.7	0.9	1.1	Work in Process Inventory	1.7	2.7	3.8
9.4	10.8	12.3	Finished Goods Inventory	13.3	8.9	4.4
3.4	2.7	2.0	LIFO Reserve	5.3	4.8	4.3
0.5	0.5	0.4	Packaging & Shipping Supplies	2.1	1.5	0.9
1.6	0.9	0.3	Other Current Assets	2.3	1.6	1.0
58.6	61.2	63.9	CURRENT ASSETS	45.3	43.6	42.0
17.4	21.1	24.9	Land & Buildings, at Cost	30.1	30.6	31.2
5.4	6.8	8.1	Depreciation Reserve	4.7	4.8	4.9
56.2	56.1	56.1	Machinery & Equipment, at Cost	51.8	56.7	61.8
28.2	33.2	38.6	Depreciation Reserve	27.6	30.6	33.7
N.A.	3.3	6.6	Molds, Tools & Dies, at Cost	5.7	4.0	2.4
N.A.	2.5	5.0	Depreciation Reserve	2.8	2.0	1.5
1.4	0.8	0.2	Other Long-Term Assets	2.2	2.5	2.7
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
0.2	1.2	2.4	Current Portion of Term Debt	3.1	2.6	2.1
18.1	16.0	12.9	Notes Payable	5.2	16.5	27.8
7.3	7.6	8.0	Accounts Payable, Trade	10.5	11.1	11.6
5.4	4.0	2.5	Other Payables & Accruals	3.9	4.5	5.4
1.1	0.3	(0.6)	Provision for Income Taxes	3.2	5.0	6.8
32.1	29.1	25.2	CURRENT LIABILITIES	25.9	39.7	53.7
3.3	6.7	11.0	Real Estate Mortgages	12.2	10.7	9.2
4.8	4.4	3.9	Other Long-Term Debt	30.1	23.3	16.5
40.2	40.2	40.1	TOTAL LIABILITIES	68.2	73.7	79.4
59.8	59.8	59.9	EQUITY (NET WORTH)	31.8	26.3	20.6
			Statistical Data			
$120,842	$119,590	$118,338	Net Sales/Number of All Employees	$67,000	$69,933	$72,867
53.1%	54.8%	56.4%	Prod. Man Hrs./Available Mach. Hrs.	71.0%	56.7%	42.3%
$59.34	$57.75	$56.17	Net Sales/All Employees Man Hours	$33.49	$33.19	$32.88
506.3%	502.0%	499.2%	Net Sales/Total Employment Costs	391.5%	382.1%	372.7%
$133.90	$127.45	$121.00	Net Sales/Production Worker Man Hrs.	$40.23	$40.42	$40.61
286.6%	543.0%	799.4%	Net Sales/Prod. Worker Emp. Costs	537.7%	504.6%	471.4%
$.34	$.61	$.88	Net Sales—Cost of Matls./lbs. Proc.	$1.66	$1.32	$.97
$.06	$.11	$.16	Total Mfg. Payroll/lbs. Processed	$.65	$.50	$.35
22.0%	25.0%	28.0%	Percent Change in Sales, '83 vs. '82	9.3%	5.2%	1.1%
43.7	41.0	38.5	Cost of Sales/Inventory	49.8	38.5	28.7
49.7	49.0	48.6	Average Collection Period	49.0	50.8	52.1
6.9%	16.2%	24.6%	Profit Before Income Taxes/Assets	3.3%	7.0%	10.3%
9.5%	11.2%	16.0%	Profit Before Income Taxes/Gross Assets	2.4%	4.9%	7.1%
7.1%	11.0%	13.4%	Cash Return/Gross Assets	6.0%	8.6%	10.9%
8.9%	17.3%	23.5%	Net Income/Equity	6.0%	16.5%	30.4%
$.22	$.38	$.50	Processing Costs*/lbs. Processed	$1.05	$.82	$.60

*Less Profitable: PBIT less than 6.7%
*More Profitable: PBIT equal to or more than 6.7%

*Less Profitable: PBIT less than 4.0%
*More Profitable: PBIT equal to or more than 4.0%

PLASTIC PROCESSING INDUSTRY BY SALES GROUP

SURVEY NO. 22, 1983

SALES LESS THAN $5 MILLION			Operating Statements	SALES $5-$10 MILLION		
Less Profitable	Median	More Profitable		Less Profitable	Median	More Profitable
100.0	100.0	100.0	Sales	100.0	100.0	100.0
0.9	0.9	1.0	Less Adjustments & Allowances	2.0	1.5	1.0
99.1	99.1	99.0	Net Sales	98.0	98.5	99.0
40.5	39.6	38.2	Direct Materials	46.7	46.2	44.5
11.9	12.6	13.4	Direct Labor	11.7	10.7	9.4
7.1	7.2	7.2	Indirect Labor	5.2	6.9	9.7
4.7	3.2	2.8	Utilities	3.2	3.0	2.8
4.1	3.3	2.7	Depreciation	2.7	2.5	2.3
11.2	10.8	10.1	Other Mfg. Expense	10.5	10.7	10.8
0.2	0.3	0.4	Net on Tool Transactions	0.9	0.4	(0.1)
6.1	5.3	4.4	Selling Expenses	6.9	6.4	4.8
11.4	11.1	10.3	Administrative Expense	8.8	8.0	7.2
2.6	5.7	8.8	Operating Earnings	1.9	3.7	8.2
1.0	1.0	0.6	Misc. (Income) or Expense	0.2	0.1	(0.2)
1.6	4.7	8.2	Profit Before Income Taxes	1.5	3.6	8.0
0.0	1.6	2.9	Income Taxes	0.4	1.1	3.5
1.0	3.7	5.3	PROFIT AFTER INCOME TAXES	1.1	2.5	4.5
190.1%	193.3%	196.5%	Sales as Percentage of Total Assets	170.9%	170.9%	168.7%
			Balance Sheets			
2.9	4.5	6.1	Cash	1.8	4.6	7.3
30.3	32.3	34.2	Accounts & Notes Receivable	26.7	26.9	27.0
20.9	23.2	25.6	Inventory	21.5	19.7	18.0
2.0	1.8	1.6	Other Current Assets	1.6	1.6	1.8
56.1	61.8	67.5	CURRENT ASSETS			
13.7	10.3	7.0	Land & Buildings, at Cost	21.1	24.0	24.6
1.7	2.6	3.5	Depreciation Reserve	7.4	7.0	6.5
62.4	59.5	56.5	Machinery & Equipment, at Cost	56.2	57.0	58.9
34.9	32.3	29.7	Depreciation Reserve	35.5	35.0	33.5
4.4	3.3	2.2	Other Long-Term Assets	14.0	8.2	2.4
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
5.4	3.9	2.5	Current Portion of Term Debt	4.9	3.8	2.8
28.8	17.3	5.7	Notes Payable	13.6	13.4	13.2
17.2	17.6	18.0	Accounts Payable, Trade	13.4	13.1	12.8
7.3	7.9	8.5	Other Payables & Accruals	9.0	8.8	8.6
58.7	46.7	34.7	CURRENT LIABILITIES	40.9	39.1	36.4
1.2	1.3	1.3	Other Long-Term Debt	6.8	5.4	4.1
59.9	48.0	36.0	TOTAL LIABILITIES	47.7	44.5	40.5
40.1	52.0	64.0	EQUITY (NET WORTH)	52.3	55.5	59.5
			Statistical Data			
12.1%	12.3%	12.4%	Percent Change in Sales, '83 vs. '82	0.1%	5.6%	11.0%
50.3†	56.5†	63.1†	365 ÷ (Cost of Sales/Inventory)	56.2†	51.6†	48.7†
58.2	61.0	63.5	Average Collection Period	57.0	57.5	58.4
3.0%	9.1%	16.1%	Profit Before Income Taxes/Assets	2.6%	6.2%	13.5%
4.7%	13.8%	16.3%	Net Income/Equity	3.6%	7.7%	12.8%

†Days

Less Profitable: PBIT less than 4.7%

More Profitable: PBIT equal to or more than 4.7%

Less Profitable: PBIT less than 3.6%

More Profitable: PBIT equal to or more than 3.6%

PLASTICS PROCESSING INDUSTRY BY SALES GROUP

SURVEY NO.22, 1983

SALES $10 MILLION AND OVER				
Less Profitable	Median	More Profitable	Operating Statements	
100.0	100.0	100.0	Sales	
0.8	1.5	2.2	Less Adjustments & Allowances	
99.2	98.5	97.8	Net Sales	
46.1	44.0	42.0	Direct Materials	
11.3	10.8	10.3	Direct Labor	
11.2	10.4	9.5	Indirect Labor	
3.3	3.5	3.7	Utilities	
3.0	2.9	2.7	Depreciation	
7.1	6.5	6.0	Other Mfg. Expense	
(0.4)	0.3	0.1	Net on Tool Transactions	
4.8	4.6	4.3	Selling Expenses	
7.1	7.6	8.2	Administrative Expense	
5.7	7.9	11.0	Operating Earnings	
2.1	1.2	(0.2)	Misc. (Income) or Expense	
3.6	6.7	11.2	Profit Before Income Taxes	
1.5	2.5	4.3	Income Taxes	
2.1	4.2	6.9	PROFIT AFTER INCOME TAXES	
172.8%	183.0%	193.1%	Sales as Percentage of Total Assets	
			Balance Sheets	
1.2	2.4	3.6	Cash	
24.3	26.8	29.3	Accounts & Notes Receivable	
15.4	16.9	18.5	Inventory	
2.6	2.2	1.7	Other Current Assets	
43.5	48.3	53.1	CURRENT ASSETS	
34.2	29.3	24.3	Land & Buildings, at Cost	
9.7	7.3	4.9	Depreciation Reserve	
55.7	55.1	54.5	Machinery & Equipment, at Cost	
29.6	29.9	30.1	Depreciation Reserve	
5.9	4.5	3.1	Other Long-Term Assets	
100.0	100.0	100.0	TOTAL ASSETS	
3.1	1.7	0.3	Current Portion of Term Debt	
5.6	3.7	1.7	Notes Payable	
10.4	9.9	9.5	Accounts Payable, Trade	
8.3	10.2	12.1	Other Payables & Accruals	
27.4	25.5	23.6	CURRENT LIABILITIES	
26.7	20.2	13.4	Other Long-Term Debt	
54.1	45.7	37.0	TOTAL LIABILITIES	
45.9	54.3	63.0	EQUITY (NET WORTH)	
			Statistical Data	
1.6%	13.7%	25.7%	Percent Change in Sales, '83 vs. '82	
40.8†	42.3†	45.8†	365 ÷ (Cost of Sales/Inventory)	
51.3	53.5	55.4	Average Collection Period	
6.2%	12.3%	21.6%	Profit Before Income Taxes/Assets	
7.9%	14.2%	21.1%	Net Income/Equity	

†Days
Less Profitable: PBIT less than 6.7%
More Profitable: PBIT equal to or more than 6.7%

PROPRIETARY PROCESSORS BY SALES GROUP

SURVEY NO. 22, 1983

SALES LESS THAN $5 MILLION			Operating Statements	SALES $5-$10 MILLION		
Less Profitable	Median	More Profitable		Less Profitable	Median	More Profitable
100.0	100.0	100.0	Sales	100.0	100.0	100.0
0.8	0.7	0.5	Less Adjustments & Allowances	2.7	1.8	1.0
99.2	99.3	99.5	Net Sales	97.3	98.2	99.0
40.7	45.4	50.1	Direct Materials	45.5	43.5	41.4
11.9	10.2	8.5	Direct Labor	12.3	10.8	9.3
6.0	4.4	2.8	Indirect Labor	3.5	6.3	9.1
4.1	3.2	2.4	Utilities	3.4	3.2	3.1
4.2	3.3	2.3	Depreciation	3.1	2.9	2.6
11.9	10.3	8.8	Other Mfg. Expense	10.2	10.6	11.0
0.0	0.0	0.0	Net on Tool Transactions	0.3	0.1	(0.1)
8.6	7.1	5.6	Selling Expenses	10.8	8.8	6.8
10.4	10.3	10.3	Administrative Expense	9.7	8.7	7.6
1.4	5.1	8.7	Operating Earnings	(1.5)	3.3	8.2
1.6	0.9	0.2	Misc. (Income) or Expense	(0.2)	(0.3)	(0.4)
(0.2)	4.2	8.5	Profit Before Income Taxes	(1.3)	3.6	8.6
0.7	1.9	3.2	Income Taxes	0.9	1.2	3.9
(0.9)	2.3	5.3	PROFIT AFTER INCOME TAXES	(0.4)	2.4	4.7
182.0%	168.7%	155.4%	Sales as Percentage of Total Assets	169.7%	173.5%	177.2%
			Balance Sheets			
3.8	2.2	0.7	Cash	1.1	5.9	10.8
24.2	27.9	31.5	Accounts & Notes Receivable	28.0	26.0	23.9
19.5	27.2	34.9	Inventory	21.4	19.7	18.0
2.2	1.2	0.3	Other Current Assets	0.8	0.9	2.0
49.7	58.5	67.4	CURRENT ASSETS	51.3	52.5	54.7
30.6	18.7	6.8	Land & Buildings, at Cost	25.4	24.0	22.5
5.9	4.0	2.2	Depreciation Reserve	8.9	7.1	5.2
59.1	56.6	54.1	Machinery & Equipment, at Cost	57.1	58.9	60.5
36.6	31.9	27.2	Depreciation Reserve	39.4	36.8	35.0
3.1	2.1	1.1	Other Long-Term Assets	14.5	8.5	2.5
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
4.4	2.8	1.2	Current Portion of Term Debt	2.1	2.4	2.8
32.0	16.8	1.6	Notes Payable	10.6	13.0	15.3
15.8	17.4	19.0	Accounts Payable, Trade	12.8	11.2	9.7
6.5	8.1	9.8	Other Payables & Accruals	9.0	8.8	8.2
58.7	45.1	31.6	CURRENT LIABILITIES	34.5	35.4	36.0
1.3	0.7	0.1	Other Long-Term Debt	7.8	5.4	3.0
60.0	45.8	31.7	TOTAL LIABILITIES	42.3	40.8	39.0
40.0	54.2	68.3	EQUITY (NET WORTH)	57.7	59.2	61.0
			Statistical Data			
13.5%	14.7%	15.8%	Percent Change in Sales, '83 vs. '82	(1.7%)	0.5%	2.7%
49.1†	75.9†	108.7†	365 ÷ (Cost of Sales/Inventory)	57.0†	52.4†	47.8†
48.5	60.4	74.0	Average Collection Period	60.2	54.7	37.1
(0.4%)	7.1%	13.2%	Profit Before Income Taxes/Assets	(2.2%)	6.2%	15.2%
(4.1%)	7.2%	12.1%	Net Income/Equity	(1.0%)	7.0%	13.7%

†Days

Less Profitable: PBIT less than 4.2%
More Profitable: PBIT equal to or more than 4.2%

Less Profitable: PBIT less than 3.6%
More Profitable: PBIT equal to or more than 3.6%

SALES $10 MILLION AND OVER				
Less Profitable	Median	More Profitable	Operating Statements	
100.0	100.0	100.0	Sales	
0.8	2.0	3.1	Less Adjustments & Allowances	
99.2	98.0	96.9	Net Sales	
41.8	38.8	35.7	Direct Materials	
10.6	10.1	9.7	Direct Labor	
10.7	9.9	9.0	Indirect Labor	
3.9	3.8	3.6	Utilities	
3.4	3.3	3.2	Depreciation	
8.6	6.6	4.6	Other Mfg. Expense	
0.7	1.2	1.7	Net on Tool Transactions	
6.5	7.9	9.1	Selling Expenses	
7.3	7.9	8.7	Administrative Expense	
5.7	8.5	11.6	Operating Earnings	
1.8	0.7	(0.4)	Misc. (Income) or Expense	
3.9	7.8	12.0	Profit Before Income Taxes	
1.8	2.5	4.1	Income Taxes	
2.1	5.3	7.9	PROFIT AFTER INCOME TAXES	
170.9%	165.5%	160.0%	Sales as Percentage of Total Assets	
			Balance Sheets	
1.2	1.0	0.9	Cash	
24.8	24.2	23.5	Accounts & Notes Receivable	
14.8	16.2	17.7	Inventory	
2.0	2.5	2.9	Other Current Assets	
42.8	43.9	45.0	CURRENT ASSETS	
36.9	30.9	24.8	Land & Buildings, at Cost	
12.0	8.4	4.7	Depreciation Reserve	
55.2	55.0	54.8	Machinery & Equipment, at Cost	
29.6	26.0	22.5	Depreciation Reserve	
6.7	4.6	2.6	Other Long-Term Assets	
100.0	100.0	100.0	TOTAL ASSETS	
3.1	1.7	0.3	Current Portion of Term Debt	
3.3	1.6	N.A.	Notes Payable	
10.8	8.7	6.6	Accounts Payable, Trade	
8.7	10.5	12.2	Other Payables & Accruals	
25.9	22.5	19.1	CURRENT LIABILITIES	
30.0	20.1	10.2	Other Long-Term Debt	
55.9	42.6	29.3	TOTAL LIABILITIES	
44.1	57.4	70.7	EQUITY (NET WORTH)	
			Statistical Data	
1.0%	12.5%	24.0%	Percent Change in Sales, '83 vs. '82	
39.6†	48.0†	58.6†	365 ÷ (Cost of Sales/Inventory)	
53.0	53.4	53.6	Average Collection Period	
6.7%	12.9%	19.2%	Profit Before Income Taxes/Assets	
8.1%	15.3%	17.9%	Net Income/Equity	

†Days
Less Profitable: PBIT less than 7.8%
More Profitable: PBIT equal to or more than 7.8%

CUSTOM PROCESSORS BY SALES GROUP

SURVEY NO. 22, 1983

SALES LESS THAN $5 MILLION			Operating Statements	SALES $5-$10 MILLION		
Less Profitable	Median	More Profitable		Less Profitable	Median	More Profitable
100.0	100.0	100.0	Sales	100.0	100.0	100.0
1.1	1.0	0.9	Less Adjustments & Allowances	2.0	1.5	1.0
98.9	99.0	91.9	Net Sales	98.0	98.5	99.0
39.9	38.4	36.9	Direct Materials	46.7	47.4	48.1
11.9	12.9	13.8	Direct Labor	11.3	10.4	9.5
7.1	7.4	7.7	Indirect Labor	5.3	6.9	8.5
3.4	3.1	2.8	Utilities	3.1	2.9	2.7
4.0	3.3	2.7	Depreciation	2.6	2.4	2.3
11.2	10.8	10.3	Other Mfg. Expense	10.6	10.7	10.7
0.4	0.4	0.5	Net on Tool Transactions	1.3	0.6	(0.2)
5.8	4.9	4.3	Selling Expenses	6.7	5.7	4.6
12.4	11.4	10.2	Administrative Expense	8.5	7.8	7.0
2.8	6.4	9.9	Operating Earnings	1.9	3.7	5.8
1.2	1.7	2.1	Misc. (Income) or Expense	0.3	0.1	(0.1)
1.6	4.7	7.8	Profit Before Income Taxes	1.6	3.6	5.9
0.6	1.0	1.9	Income Taxes	0.5	1.1	2.4
1.0	3.7	5.9	PROFIT AFTER INCOME TAXES	1.1	2.5	3.5
201.0%	198.9%	196.5%	Sales as Percentage of Total Assets	175.4%	170.9%	166.3%
			Balance Sheets			
2.7	6.1	9.5	Cash	2.2	4.6	7.0
32.4	34.2	36.1	Accounts & Notes Receivable	34.2	30.8	27.3
22.3	22.5	22.6	Inventory	22.1	19.8	17.4
2.0	1.8	1.6	Other Current Assets	1.6	1.6	1.7
59.4	64.7	69.8	CURRENT ASSETS	60.1	56.8	53.4
6.5	7.6	8.8	Land & Buildings, at Cost	21.0	24.4	27.8
1.0	2.5	3.9	Depreciation Reserve	4.6	6.0	7.3
64.7	60.3	58.9	Machinery & Equipment, at Cost	49.2	53.2	57.2
34.7	34.7	34.7	Depreciation Reserve	28.8	31.0	33.2
5.1	4.6	4.5	Other Long-Term Assets	3.1	2.6	2.1
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
5.8	4.4	3.0	Current Portion of Term Debt	5.2	3.8	2.7
27.9	17.8	7.7	Notes Payable	15.4	14.2	13.0
17.6	17.7	17.8	Accounts Payable, Trade	18.1	15.7	13.2
7.5	7.9	8.4	Other Payables & Accruals	9.1	8.9	8.7
58.8	47.8	36.9	CURRENT LIABILITIES	47.8	42.6	37.6
0.9	1.6	2.3	Other Long-Term Debt	6.4	6.4	6.3
59.7	49.4	39.2	TOTAL LIABILITIES	54.2	49.0	43.9
40.3	50.6	60.8	EQUITY (NET WORTH)	45.8	51.0	56.1
			Statistical Data			
11.6%	12.0%	12.4%	Percent Change in Sales, '83 vs. '82	0.2%	5.8%	11.3%
51.5†	53.7†	59.1†	365 ÷ (Cost of Sales/Inventory)	56.4†	51.4†	46.1†
58.8	62.8	67.1	Average Collection Period	71.1	65.8	59.9
3.2%	9.3%	15.3%	Profit Before Income Taxes/Assets	2.8%	6.2%	9.8%
5.0%	14.5%	19.1%	Net Income/Equity	3.6%	8.4%	10.4%

†Days

Less Profitable: PBIT less than 4.7%
More Profitable: PBIT equal to or more than 4.7%

Less Profitable: PBIT less than 3.6%
More Profitable: PBIT equal to or more than 3.6%

SALES $10 MILLION AND OVER			Operating Statements	
Less Profitable	Median	More Profitable		
100.0	100.0	100.0	Sales	
0.9	0.7	0.5	Less Adjustments & Allowances	
99.1	99.3	99.5	Net Sales	
47.2	46.5	45.8	Direct Materials	
11.5	11.4	11.3	Direct Labor	
11.2	10.7	10.2	Indirect Labor	
3.3	3.5	3.7	Utilities	
3.0	2.8	2.5	Depreciation	
7.1	6.6	6.1	Other Mfg. Expense	
(0.4)	(0.4)	(0.4)	Net on Tool Transactions	
4.3	3.9	3.6	Selling Expenses	
7.1	7.6	8.0	Administrative Expense	
4.8	6.7	8.7	Operating Earnings	
2.7	1.2	(0.4)	Misc. (Income) or Expense	
2.1	5.5	9.1	Profit Before Income Taxes	
1.4	2.3	4.0	Income Taxes	
0.7	3.2	5.1	PROFIT AFTER INCOME TAXES	
175.1%	185.0%	194.9%	Sales as Percentage of Total Assets	
			Balance Sheets	
1.1	3.8	6.5	Cash	
23.7	27.5	31.3	Accounts & Notes Receivable	
15.8	16.7	17.7	Inventory	
3.1	2.8	1.5	Other Current Assets	
43.7	50.8	57.0	CURRENT ASSETS	
33.4	28.4	24.3	Land & Buildings, at Cost	
8.7	7.0	5.3	Depreciation Reserve	
55.9	55.2	54.5	Machinery & Equipment, at Cost	
29.6	30.9	32.2	Depreciation Reserve	
5.3	3.5	1.7	Other Long-Term Assets	
100.0	100.0	100.0	TOTAL ASSETS	
2.5	1.7	0.9	Current Portion of Term Debt	
6.6	8.0	9.5	Notes Payable	
10.2	10.0	9.8	Accounts Payable, Trade	
8.3	8.7	9.0	Other Payables & Accruals	
27.6	28.4	29.2	CURRENT LIABILITIES	
26.4	20.2	13.9	Other Long-Term Debt	
54.0	48.6	43.1	TOTAL LIABILITIES	
46.0	51.4	56.9	EQUITY (NET WORTH)	
			Statistical Data	
9.3%	19.2%	29.0%	Percent Change in Sales, '83 vs. '82	
39.1†	40.1†	41.4†	365 ÷ (Cost of Sales/Inventory)	
49.4	54.3	58.6	Average Collection Period	
3.7%	10.2%	17.7%	Profit Before Income Taxes/Assets	
2.7%	11.5%	17.5%	Net Income/Equity	

†Days
Less Profitable: PBIT less than 5.5%
More Profitable: PBIT equal to or more than 5.5%

CUSTOM INJECTION MOLDERS BY SALES GROUP

SURVEY NO. 22, 1983

SALES LESS THAN $5 MILLION			Operating Statements	SALES $5-$10 MILLION		
Less Profitable	Median	More Profitable		Less Profitable	Median	More Profitable
100.0	100.0	100.0	Sales	100.0	100.0	100.0
1.0	1.1	1.3	Less Adjustments & Allowances	1.9	1.3	0.5
99.0	98.9	98.7	Net Sales	98.1	98.7	99.5
33.7	34.7	35.7	Direct Materials	46.2	46.5	47.3
15.0	13.6	12.2	Direct Labor	12.2	11.1	10.0
7.6	7.9	8.1	Indirect Labor	8.5	8.7	9.1
3.7	3.4	3.1	Utilities	3.2	3.0	2.9
4.8	4.3	3.9	Depreciation	4.2	3.5	3.1
13.1	12.1	11.1	Other Mfg. Expense	11.1	10.1	9.1
0.7	1.1	1.5	Net on Tool Transactions	1.2	0.4	(0.2)
3.7	3.2	2.6	Selling Expenses	5.7	4.9	4.4
14.6	12.3	10.0	Administrative Expense	7.0	6.0	6.8
2.1	6.3	10.5	Operating Earnings	(1.2)	3.6	7.0
2.0	1.9	1.7	Misc. (Income) or Expense	0.4	0.6	1.1
0.1	4.4	8.8	Profit Before Income Taxes	(1.6)	3.0	5.9
N.A.	1.0	2.0	Income Taxes	(0.6)	1.0	2.6
0.1	3.4	6.2	PROFIT AFTER INCOME TAXES	(1.0)	2.0	3.3
176.6%	185.3%	194.0%	Sales as Percentage of Total Assets	181.0%	173.0%	165.0%
			Balance Sheets			
2.7	3.1	3.6	Cash	1.7	0.9	0.1
25.9	30.2	32.4	Accounts & Notes Receivable	32.0	33.0	34.1
14.8	17.7	20.6	Inventory	21.0	22.8	24.5
1.6	1.5	1.4	Other Current Assets	2.9	2.4	1.9
45.0	52.5	58.0	CURRENT ASSETS	57.6	59.1	60.6
7.1	10.5	14.0	Land & Buildings, at Cost	21.5	18.7	15.9
0.9	2.7	4.6	Depreciation Reserve	8.8	6.7	5.0
86.6	77.1	69.7	Machinery & Equipment, at Cost	63.1	61.5	60.3
42.0	41.0	40.0	Depreciation Reserve	41.4	38.1	34.8
4.2	3.6	2.9	Other Long-Term Assets	8.0	5.5	3.0
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
6.0	5.8	5.7	Current Portion of Term Debt	7.3	5.8	4.2
25.5	16.9	10.2	Notes Payable	24.6	19.7	14.9
20.6	19.2	17.9	Accounts Payable, Trade	17.0	13.4	10.7
8.0	9.7	11.8	Other Payables & Accruals	10.7	8.5	6.3
58.1	51.6	45.6	CURRENT LIABILITIES	59.6	47.4	36.1
2.8	4.4	5.5	Other Long-Term Debt	21.4	13.5	5.6
60.9	56.0	51.1	TOTAL LIABILITIES	81.0	60.9	41.7
39.1	44.0	48.9	EQUITY (NET WORTH)	19.0	39.1	58.3
			Statistical Data			
8.4%	16.8%	25.2%	Percent Change in Sales, '83 vs. '82	17.7%	19.5%	21.2%
38.8	45.2	51.4	Cost of Sales/Inventory	48.5	57.1	66.1
53.5	59.5	61.0	Average Collection Period	64.5	69.6	75.4
0.2%	8.2%	16.6%	Profit Before Income Taxes/Assets	(2.9%)	5.2%	9.7%
0.5%	14.3%	24.6%	Net Income/Equity	(9.5%)	8.8%	9.3%

Less Profitable: PBIT less than 4.4%
More Profitable: PBIT equal to or more than 4.4%

Less Profitable: PBIT less than 3.0%
More Profitable: PBIT equal to or more than 3.0%

SALES $10 MILLION AND OVER			Operating Statements	
Less Profitable	Median	More Profitable		
100.0	100.0	100.0	Sales	
0.1	0.1	0.2	Less Adjustments & Allowances	
99.9	99.9	99.8	Net Sales	
45.8	45.2	44.1	Direct Materials	
10.7	10.5	9.9	Direct Labor	
11.6	11.0	10.5	Indirect Labor	
3.3	3.3	3.3	Utilities	
3.1	2.7	2.3	Depreciation	
9.0	7.6	5.1	Other Mfg. Expense	
(0.8)	(0.7)	(0.6)	Net on Tool Transactions	
3.7	3.2	2.7	Selling Expenses	
6.9	8.0	8.3	Administrative Expense	
6.6	9.1	14.2	Operating Earnings	
2.7	1.8	(0.1)	Misc. (Income) or Expense	
3.9	7.3	14.3	Profit Before Income Taxes	
1.9	2.8	6.4	Income Taxes	
2.0	4.5	7.9	PROFIT AFTER INCOME TAXES	
199.6%	189.6%	179.5%	Sales as Percentage of Total Assets	
			Balance Sheets	
0.6	7.5	14.5	Cash	
23.6	27.5	31.4	Accounts & Notes Receivable	
17.4	15.7	12.8	Inventory	
2.7	2.1	1.6	Other Current Assets	
44.3	52.8	60.3	CURRENT ASSETS	
36.3	26.5	16.6	Land & Buildings, at Cost	
12.0	8.4	4.8	Depreciation Reserve	
63.2	59.5	56.9	Machinery & Equipment, at Cost	
33.4	32.1	30.8	Depreciation Reserve	
1.6	1.7	1.8	Other Long-Term Assets	
100.0	100.0	100.0	TOTAL ASSETS	
1.6	1.0	0.4	Current Portion of Term Debt	
8.6	5.2	1.7	Notes Payable	
9.0	10.4	11.8	Accounts Payable, Trade	
9.4	11.0	12.6	Other Payables & Accruals	
28.6	27.6	26.5	CURRENT LIABILITIES	
24.2	18.4	12.6	Other Long-Term Debt	
51.8	46.0	39.1	TOTAL LIABILITIES	
48.2	54.0	60.9	EQUITY (NET WORTH)	
			Statistical Data	
10.1%	20.5%	30.8%	Percent Change in Sales, '83 vs. '82	
38.1	37.6	34.5	Cost of Sales/Inventory	
43.2	52.9	63.8	Average Collection Period	
7.8%	13.8%	25.7%	Profit Before Income Taxes/Assets	
8.3%	15.8%	23.3%	Net Income/Equity	

Less Profitable: PBIT less than 7.3%
More Profitable: PBIT equal to or more than 7.3%

CUSTOM COMPRESSION AND REINFORCED MOLDERS BY SALES GROUP

SURVEY NO. 22, 1983

SALES LESS THAN $5 MILLION			Operating Statements	SALES $5-$10 MILLION		
Less Profitable	Median	More Profitable		Less Profitable	Median	More Profitable
100.0	100.0	100.0	Sales	100.0	100.0	100.0
2.4	2.3	2.2	Less Adjustments & Allowances	1.6	1.8	2.0
97.6	97.7	97.8	Net Sales	98.4	98.2	98.0
37.6	32.1	27.7	Direct Materials	44.1	41.5	39.7
18.8	18.8	18.8	Direct Labor	10.6	10.8	11.0
8.1	8.8	9.5	Indirect Labor	5.3	6.9	8.5
4.2	3.7	3.2	Utilities	4.5	3.3	2.2
4.4	3.3	2.2	Depreciation	2.4	2.5	2.6
6.9	7.5	8.2	Other Mfg. Expense	10.4	13.2	15.9
0.4	0.4	0.3	Net on Tool Transactions	1.2	0.4	0.4
6.2	6.8	7.3	Selling Expenses	6.5	7.2	7.9
10.2	11.6	13.0	Administrative Expense	12.8	10.0	7.2
0.8	4.7	7.6	Operating Earnings	0.6	2.4	3.4
1.2	1.2	1.2	Misc. (Income) or Expense	(0.4)	(0.2)	(0.1)
(0.4)	3.5	6.4	Profit Before Income Taxes	1.0	2.6	3.5
0.0	0.9	1.8	Income Taxes	0.3	0.8	1.4
(0.4)	2.6	4.6	PROFIT AFTER INCOME TAXES	0.7	1.8	2.1
142.6%	205.6%	268.6%	Sales as Percentage of Total Assets	214.9%	197.5%	180.0%
			Balance Sheets			
2.8	6.6	10.4	Cash	2.7	2.4	2.2
29.7	36.5	42.9	Accounts & Notes Receivable	33.9	31.0	28.0
16.2	23.0	29.7	Inventory	23.9	19.0	14.2
5.1	3.2	1.4	Other Current Assets	1.6	1.3	1.0
53.8	69.3	84.4	CURRENT ASSETS	62.1	53.7	45.4
26.3	16.1	6.1	Land & Buildings, at Cost	23.3	29.4	35.6
3.8	4.2	4.6	Depreciation Reserve	3.8	7.0	10.3
52.9	48.3	43.7	Machinery & Equipment, at Cost	28.4	38.7	48.9
36.7	36.0	35.2	Depreciation Reserve	19.1	22.7	26.3
7.5	6.3	5.6	Other Long-Term Assets	9.1	7.9	6.7
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
4.2	3.5	2.8	Current Portion of Term Debt	5.4	4.9	4.4
15.1	12.1	9.1	Notes Payable	10.2	6.2	2.3
16.3	15.0	13.7	Accounts Payable, Trade	15.4	13.7	10.8
2.6	8.0	13.3	Other Payables & Accruals	22.7	13.7	4.7
38.2	38.6	38.9	CURRENT LIABILITIES	53.7	38.5	22.2
28.8	15.0	1.1	Other Long-Term Debt	0.7	5.5	10.3
67.0	53.6	40.0	TOTAL LIABILITIES	54.4	44.0	32.5
33.0	46.4	60.0	EQUITY (NET WORTH)	45.6	56.0	67.5
			Statistical Data			
(8.8%)	(0.1%)	8.7%	Percent Change in Sales, '83 vs. '82	8.7%	6.4%	4.0%
50.3	53.4	56.2	Cost of Sales/Inventory	51.4	43.9	35.2
76.0	64.8	58.3	Average Collection Period	57.6	57.3	56.8
(0.6%)	7.2%	17.2%	Profit Before Income Taxes/Assets	2.1%	5.1%	6.3%
(1.7%)	11.5%	20.6%	Net Income/Equity	3.3%	6.3%	5.6%

Less Profitable: PBIT less than 3.5%
More Profitable: PBIT equal to or more than 3.5%

Less Profitable: PBIT less than 2.6%
More Profitable: PBIT equal to or more than 2.6%

CUSTOM COMPRESSION AND REINFORCED MOLDERS BY SALES GROUPS

SURVEY NO. 22, 1983

SALES $10 MILLION AND OVER			Operating Statements	
Less Profitable	Median	More Profitable		
100.0	100.0	100.0	Sales	
0.2	1.0	1.9	Less Adjustments & Allowances	
99.8	99.0	98.1	Net Sales	
41.3	41.8	42.0	Direct Materials	
11.4	12.4	13.3	Direct Labor	
14.3	12.9	11.4	Indirect Labor	
3.4	3.5	3.7	Utilities	
3.2	2.7	2.2	Depreciation	
7.0	7.3	7.4	Other Mfg. Expense	
0.7	0.4	0.2	Net on Tool Transactions	
4.1	4.2	4.3	Selling Expenses	
8.2	7.5	6.9	Administrative Expense	
6.2	6.3	6.7	Operating Earnings	
2.7	1.8	(0.3)	Misc. (Income) or Expense	
3.5	4.5	7.0	Profit Before Income Taxes	
1.6	2.1	3.1	Income Taxes	
1.9	2.4	3.9	PROFIT AFTER INCOME TAXES	
164.0%	178.6%	193.2%	Sales as Percentage of Total Assets	
			Balance Sheets	
1.3	1.3	1.3	Cash	
26.3	28.2	30.2	Accounts & Notes Receivable	
18.4	20.0	21.6	Inventory	
1.3	2.5	3.7	Other Current Assets	
47.3	52.0	56.8	CURRENT ASSETS	
38.8	27.5	16.2	Land & Buildings, at Cost	
17.4	10.8	4.3	Depreciation Reserve	
56.7	54.6	52.4	Machinery & Equipment, at Cost	
31.0	27.7	24.4	Depreciation Reserve	
5.6	4.4	3.3	Other Long-Term Assets	
100.0	100.0	100.0	TOTAL ASSETS	
2.3	1.9	1.6	Current Portion of Term Debt	
1.1	11.1	21.0	Notes Payable	
9.0	9.9	10.8	Accounts Payable, Trade	
8.4	9.6	10.8	Other Payables & Accruals	
21.8	32.5	44.2	CURRENT LIABILITIES	
36.7	25.6	13.6	Other Long-Term Debt	
58.5	58.1	57.8	TOTAL LIABILITIES	
41.5	41.9	42.2	EQUITY (NET WORTH)	
			Statistical Data	
0.9%	9.5%	18.0%	Percent Change in Sales, '83 vs. '82	
50.7	50.1	49.6	Cost of Sales/Inventory	
58.5	57.6	57.1	Average Collection Period	
3.7%	5.8%	10.1%	Profit Before Income Taxes*/Assets	
7.5%	10.2%	17.9%	Net Income/Equity	

*Less Profitable: PBIT less than 4.5%
*More Profitable: PBIT equal to or more than 4.5%

CUSTOM EXTRUSION PROCESSORS BY SALES GROUP

SURVEY NO. 22, 1984

SALES LESS THAN $5 MILLION			Operating Statements	SALES $5-$10 MILLION		
Less Profitable	Median	More Profitable		Less Profitable	Median	More Profitable
100.0	100.0	100.0	Sales	100.0	100.0	100.0
1.1	2.0	2.9	Less Adjustments & Allowances	2.2	2.0	1.9
98.9	98.0	97.1	Net Sales	97.8	98.0	98.1
40.8	38.9	36.3	Direct Materials	47.8	52.4	57.0
9.1	10.6	12.8	Direct Labor	9.0	8.5	7.9
9.2	8.3	7.4	Indirect Labor	3.0	2.7	2.4
4.4	3.9	3.4	Utilities	2.9	2.7	2.6
3.2	2.7	2.2	Depreciation	1.9	1.8	1.7
10.6	10.6	10.6	Other Mfg. Expense	9.4	9.7	9.9
0.0	0.6	1.2	Net on Tool Transactions	0.9	0.9	0.9
7.0	5.9	4.7	Selling Expenses	9.8	6.8	3.7
12.4	9.3	6.1	Administrative Expense	9.4	8.1	6.8
2.2	7.2	12.4	Operating Earnings	3.7	4.4	5.2
0.8	2.9	5.1	Misc. (Income) or Expense	2.9	0.4	(0.4)
1.4	4.3	7.3	Profit Before Income Taxes	0.8	4.0	5.6
0.1	1.1	2.1	Income Taxes	0.2	0.8	1.3
1.3	3.2	5.2	PROFIT AFTER INCOME TAXES	0.6	3.2	4.3
214.6%	255.8%	297.0%	Sales as Percentage of Total Assets	136.4%	177.1%	217.7%
			Balance Sheets			
12.6	8.8	5.0	Cash	1.7	6.1	10.5
29.0	29.7	30.5	Accounts & Notes Receivable	27.0	28.4	29.8
13.3	17.7	22.0	Inventory	24.6	20.7	16.8
1.2	1.7	2.2	Other Current Assets	2.8	2.2	1.5
56.1	57.9	59.7	CURRENT ASSETS	56.1	57.4	58.6
0.0	13.3	26.7	Land & Buildings, at Cost	21.2	23.5	25.8
0.0	3.0	6.0	Depreciation Reserve	2.0	3.6	5.2
68.3	52.0	37.1	Machinery & Equipment, at Cost	40.3	46.4	52.7
31.9	25.6	20.7	Depreciation Reserve	27.8	30.9	34.0
7.5	5.4	3.2	Other Long-Term Assets	12.2	7.2	2.1
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
4.6	4.7	4.9	Current Portion of Term Debt	4.6	4.4	4.3
17.1	12.0	6.9	Notes Payable	2.4	6.8	11.1
14.4	12.3	10.1	Accounts Payable, Trade	20.1	18.8	17.6
7.1	8.7	10.4	Other Payables & Accruals	5.2	7.5	9.9
43.2	37.7	32.3	CURRENT LIABILITIES	32.3	37.5	42.9
0.9	4.5	8.1	Other Long-Term Debt	7.6	4.2	0.8
44.1	42.2	40.4	TOTAL LIABILITIES	39.9	41.7	43.7
55.9	57.8	59.6	EQUITY (NET WORTH)	60.1	58.3	56.3
			Statistical Data			
16.3%	13.7%	11.0%	Percent Change in Sales, '83 vs. '82	0.9%	12.0%	23.0%
28.9	32.8	35.8	Cost of Sales/Inventory	86.4	53.5	33.8
49.3	42.4	37.5	Average Collection Period	72.3	58.5	50.0
3.0%	11.0%	21.7%	Profit Before Income Taxes/Assets	1.1%	7.1%	12.2%
5.0%	14.2%	25.9%	Net Income/Equity	1.4%	9.7%	16.6%

Less Profitable: PBIT less than 4.3%
More Profitable: PBIT equal to or more than 4.3%

Less Profitable: PBIT less than 4.0%
More Profitable: PBIT equal to or more than 4.0%

CUSTOM EXTRUSION PROCESSORS BY SALES GROUPS

SURVEY NO. 22, 1983

SALES $10 MILLION AND OVER			Operating Statements	
Less Profitable	Median	More Profitable		
100.0	100.0	100.0	Sales	
0.7	1.0	1.4	Less Adjustments & Allowances	
99.3	99.0	98.6	Net Sales	
60.3	55.5	50.2	Direct Materials	
8.3	9.5	10.8	Direct Labor	
8.9	7.9	6.9	Indirect Labor	
2.6	2.8	3.0	Utilities	
1.8	2.1	2.4	Depreciation	
5.5	5.5	6.5	Other Mfg. Expense	
(0.2)	0.1	0.5	Net on Tool Transactions	
2.1	2.7	3.3	Selling Expenses	
6.7	6.0	5.2	Administrative Expense	
3.3	6.9	9.8	Operating Earnings	
0.3	0.2	0.0	Misc. (Income) or Expense	
3.0	6.7	9.8	Profit Before Income Taxes	
0.7	2.4	4.2	Income Taxes	
2.3	4.3	5.6	PROFIT AFTER INCOME TAXES	
231.2%	241.1%	251.0%	Sales as Percentage of Total Assets	
			Balance Sheets	
0.6	4.4	8.3	Cash	
31.5	32.5	33.4	Accounts & Notes Receivable	
24.4	22.9	21.5	Inventory	
2.1	1.4	0.7	Other Current Assets	
58.6	61.2	63.9	CURRENT ASSETS	
17.4	21.1	24.9	Land & Buildings, at Cost	
5.4	6.8	8.1	Depreciation Reserve	
56.2	56.1	56.1	Machinery & Equipment, at Cost	
28.2	33.2	38.6	Depreciation Reserve	
N.A.	3.3	6.6	Molds, Tools & Dies, at Cost	
N.A.	2.5	5.0	Depreciation Reserve	
1.4	0.8	0.2	Other Long-Term Assets	
100.0	100.0	100.0	TOTAL ASSETS	
0.2	1.2	2.4	Current Portion of Term Debt	
18.1	16.0	12.9	Notes Payable	
7.3	7.6	8.0	Accounts Payable, Trade	
6.5	4.3	1.9	Other Payables & Accruals	
32.1	29.1	25.2	CURRENT LIABILITIES	
8.1	11.1	14.9	Other Long-Term Debt	
40.2	40.2	40.1	TOTAL LIABILITIES	
59.8	59.8	59.9	EQUITY (NET WORTH)	
			Statistical Data	
22.0%	25.0%	28.0%	Percent Change in Sales, '83 vs. '82	
43.7	41.0	38.5	Cost of Sales/Inventory	
49.7	49.0	48.6	Average Collection Period	
6.9%	16.2%	24.6%	Profit Before Income Taxes/Assets	
8.9%	17.3%	23.5%	Net Income/Equity	

More Profitable: PBIT less than 6.7%
Less Profitable: PBIT equal to or more than 6.7%

OTHER CUSTOM PROCESSORS BY SALES GROUP

SURVEY NO. 22, 1983

SALES LESS THAN $5 MILLION			Operating Statements	SALES $5-$10 MILLION		
Less Profitable	Median	More Profitable		Less Profitable	Median	More Profitable
100.0	100.0	100.0	Sales	100.0	100.0	100.0
0.2	1.5	2.8	Less Adjustments & Allowances	2.1	5.3	8.5
99.8	98.5	97.2	Net Sales	97.9	94.7	91.5
45.2	40.1	35.0	Direct Materials	49.9	46.7	43.4
12.1	12.1	12.1	Direct Labor	11.7	10.1	8.6
4.5	4.7	5.0	Indirect Labor	3.4	3.9	4.3
3.1	2.8	2.5	Utilities	2.1	2.0	2.0
2.6	2.5	2.5	Depreciation	2.2	1.9	1.7
10.1	11.1	12.1	Other Mfg. Expense	8.7	10.1	11.4
0.3	0.5	0.6	Net on Tool Transactions	1.0	0.4	(0.1)
5.0	5.6	6.3	Selling Expenses	10.0	6.8	3.6
14.5	13.0	11.4	Administrative Expense	9.2	8.0	6.8
2.4	6.1	9.7	Operating Earnings	(0.3)	4.8	9.8
1.1	1.3	1.1	Misc. (Income) or Expense	(0.8)	(0.6)	(0.5)
1.3	4.8	8.3	Profit Before Income Taxes	0.5	5.4	10.3
0.2	1.3	2.5	Income Taxes	0.2	1.5	2.8
1.1	3.5	5.8	PROFIT AFTER INCOME TAXES	0.3	3.9	7.5
126.0%	142.5%	158.9%	Sales as Percentage of Total Assets	121.6%	148.0%	174.4%
			Balance Sheets			
1.9	6.6	11.3	Cash	3.0	8.2	13.4
31.9	29.9	27.9	Accounts & Notes Receivable	26.8	24.4	22.0
25.2	21.3	17.4	Inventory	19.2	18.3	17.3
3.5	3.5	3.6	Other Current Assets	0.8	1.3	1.9
62.5	61.3	60.2	CURRENT ASSETS	49.8	52.2	54.6
6.2	7.6	9.0	Land & Buildings, at Cost	27.4	28.7	31.0
0.9	3.5	6.1	Depreciation Reserve	6.4	5.6	4.8
67.2	60.5	53.7	Machinery & Equipment, at Cost	38.2	44.0	48.8
37.3	32.7	28.1	Depreciation Reserve	25.5	28.3	31.0
2.3	6.8	11.3	Other Long-Term Assets	16.5	9.0	1.4
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
6.1	5.4	4.6	Current Portion of Term Debt	0.8	1.6	2.4
21.0	16.5	11.9	Notes Payable	13.3	19.6	26.0
18.3	15.2	12.2	Accounts Payable, Trade	12.0	11.1	10.1
8.1	5.8	3.5	Other Payables & Accruals	11.5	11.6	11.6
53.5	42.9	32.2	CURRENT LIABILITIES	37.6	43.9	50.1
0.1	5.2	10.2	Other Long-Term Debt	5.8	3.9	2.1
53.6	48.1	42.4	TOTAL LIABILITIES	43.4	47.8	52.2
46.4	51.9	57.6	EQUITY (NET WORTH)	56.6	52.2	47.8
			Statistical Data			
7.0%	8.9%	10.7%	Percent Change in Sales, '83 vs. '82	1.7%	15.1%	28.4%
93.8	72.9	55.8	Cost of Sales/Inventory	71.9	56.4	45.3
92.4	76.6	64.1	Average Collection Period	80.4	60.2	46.0
1.6%	6.8%	13.2%	Profit Before Income Taxes/Assets	0.6%	8.0%	18.0%
3.0%	9.6%	16.0%	Net Income/Equity	0.6%	11.1%	27.4%

Less Profitable: PBIT less than 4.8%
More Profitable: PBIT equal to or more than 4.8%

Less Profitable: PBIT less than 5.4%
More Profitable: PBIT equal to or more than 5.4%

OTHER CUSTOM PROCESSORS BY SALES GROUPS

SURVEY NO. 22, 1983

SALES $10 MILLION AND OVER			Operating Statements	
Less Profitable	Median	More Profitable		
100.0	100.0	100.0	Sales	
3.9	3.3	2.7	Less Adjustments & Allowances	
96.1	96.7	97.3	Net Sales	
43.9	42.4	41.3	Direct Materials	
13.5	12.3	11.0	Direct Labor	
9.1	8.4	7.7	Indirect Labor	
2.9	3.6	4.4	Utilities	
2.9	3.3	3.7	Depreciation	
9.3	10.2	11.0	Other Mfg. Expense	
0.1	0.2	0.4	Net on Tool Transactions	
4.6	4.0	3.4	Selling Expenses	
5.7	6.5	7.2	Administrative Expense	
4.1	5.8	7.2	Operating Earnings	
2.0	1.8	1.8	Misc. (Income) or Expense	
2.1	4.0	5.4	Profit Before Income Taxes	
0.9	1.5	2.1	Income Taxes	
1.2	2.5	3.3	PROFIT AFTER INCOME TAXES	
157.8%	173.9%	190.0%	Sales as Percentage of Total Assets	
			Balance Sheets	
1.3	1.0	0.8	Cash	
21.2	24.2	27.1	Accounts & Notes Receivable	
18.4	15.3	12.2	Inventory	
4.4	3.1	1.9	Other Current Assets	
45.3	43.6	42.0	CURRENT ASSETS	
30.1	30.6	31.2	Land & Buildings, at Cost	
4.7	4.8	4.9	Depreciation Reserve	
51.8	56.7	61.8	Machinery & Equipment, at Cost	
27.6	30.6	33.7	Depreciation Reserve	
5.1	4.5	3.6	Other Long-Term Assets	
100.0	100.0	100.0	TOTAL ASSETS	
3.1	2.6	2.1	Current Portion of Term Debt	
5.2	16.5	27.8	Notes Payable	
10.5	11.1	11.6	Accounts Payable, Trade	
7.1	9.5	12.2	Other Payables & Accruals	
25.9	39.7	53.7	CURRENT LIABILITIES	
42.3	34.0	25.7	Other Long-Term Debt	
68.2	73.7	79.4	TOTAL LIABILITIES	
31.8	26.3	20.6	EQUITY (NET WORTH)	
			Statistical Data	
9.3%	5.2%	1.1%	Percent Change in Sales, '83 vs. '82	
49.8	38.5	28.7	Cost of Sales/Inventory	
49.0	50.8	52.1	Average Collection Period	
2.4%	4.9%	7.1%	Profit Before Income Taxes/Assets	
6.0%	16.5%	30.4%	Net Income/Equity	

Less Profitable: PBIT less than 4.0%
More Profitable: PBIT equal to or more than 4.0%

PLASTICS PROCESSING INDUSTRY BY END USE

SURVEY NO. 22, 1983

APPLIANCES			Operating Statements	CONSTRUCTION		
Less Profitable	Median	More Profitable		Less Profitable	Median	More Profitable
	100.0		Sales		100.0	
	2.1		Less Adjustments & Allowances		2.5	
	97.9		Net Sales		97.5	
	44.3		Direct Materials		46.4	
	12.8		Direct Labor		10.2	
	8.5		Indirect Labor		5.8	
	3.5		Utilities		2.0	
	3.2		Depreciation		2.5	
	12.4		Other Mfg. Expense		7.9	
	1.0		Net on Tool Transactions		1.3	
	3.1		Selling Expenses		6.2	
	7.0		Administrative Expense		7.5	
	2.1		Operating Earnings		7.7	
	0.8		Misc. (Income) or Expense		0.7	
	1.3		Profit Before Income Taxes		7.0	
	0.3		Income Taxes		2.7	
	1.0		PROFIT AFTER INCOME TAXES		4.3	
	189.6%		Sales as Percentage of Total Assets		208.5%	
			Balance Sheets			
	2.6		Cash		3.5	
	26.7		Accounts & Notes Receivable		29.5	
	19.2		Inventory		23.9	
	1.6		Other Current Assets		2.1	
	50.1		CURRENT ASSETS		59.0	
	9.1		Land & Buildings, at Cost		16.6	
	4.0		Depreciation Reserve		7.0	
	59.3		Machinery & Equipment, at Cost		57.8	
	29.8		Depreciation Reserve		30.0	
	15.3		Other Long-Term Assets		3.6	
	100.0		TOTAL ASSETS		100.0	
	4.2		Current Portion of Term Debt		4.4	
	19.2		Notes Payable		12.0	
	12.3		Accounts Payable, Trade		14.3	
	7.1		Other Payables & Accruals		6.0	
	42.8		CURRENT LIABILITIES		36.7	
	13.3		Other Long-Term Debt		5.5	
	56.1		TOTAL LIABILITIES		42.2	
	43.9		EQUITY (NET WORTH)		57.8	
			Statistical Data			
	4.0%		Percent Change in Sales, '83 vs. '82		14.0%	
	42.6		Cost of Sales/Inventory		54.1	
	51.4		Average Collection Period		51.6	
	2.5%		Profit Before Income Taxes/Assets		14.6%	
	4.3%		Net Income/Equity		15.5%	

PLASTICS PROCESSING INDUSTRY BY END USE

SURVEY NO. 22, 1983

ELECTRONICS			Operating Statements	PACKAGING		
Less Profitable	Median	More Profitable		Less Profitable	Median	More Profitable
100.0	100.0	100.0	Sales	100.0	100.0	100.0
1.0	0.7	0.4	Less Adjustments & Allowances	2.1	1.4	0.7
99.0	99.3	99.6	Net Sales	97.9	98.6	99.3
44.6	40.4	34.1	Direct Materials	46.6	42.8	39.0
10.8	12.3	13.2	Direct Labor	11.7	12.2	12.8
11.4	9.6	7.4	Indirect Labor	4.8	6.4	8.0
2.8	2.7	2.6	Utilities	3.1	3.6	4.1
3.1	3.1	3.1	Depreciation	2.4	2.9	3.4
10.8	10.6	10.0	Other Mfg. Expense	11.4	10.7	9.9
0.2	0.8	1.5	Net on Tool Transactions	1.2	0.8	0.1
4.8	4.2	3.5	Selling Expenses	4.8	4.3	3.8
7.6	8.6	9.4	Administrative Expense	6.4	7.2	8.0
2.9	7.0	14.8	Operating Earnings	5.5	7.7	9.9
0.4	2.0	3.6	Misc. (Income) or Expense	2.0	0.5	0.1
2.5	5.0	10.2	Profit Before Income Taxes	3.5	7.2	9.8
0.1	1.8	4.1	Income Taxes	1.2	2.2	2.9
2.4	3.2	6.1	PROFIT AFTER INCOME TAXES	2.3	5.0	6.9
158.8%	188.3%	217.7%	Sales as Percentage of Total Assets	209.2%	189.6%	170.0%
			Balance Sheets			
2.2	1.9	1.6	Cash	1.4	1.9	2.5
26.3	27.8	29.2	Accounts & Notes Receivable	27.8	24.5	21.1
21.1	20.1	19.2	Inventory	20.6	19.2	17.8
2.9	2.3	1.7	Other Current Assets	3.8	2.8	1.9
52.5	52.1	51.7	CURRENT ASSETS	53.6	48.4	43.3
28.9	24.8	20.7	Land & Buildings, at Cost	23.0	27.4	31.7
4.3	4.2	4.2	Depreciation Reserve	7.2	6.5	5.9
57.7	59.4	61.3	Machinery & Equipment, at Cost	56.8	58.8	61.0
36.4	35.1	33.9	Depreciation Reserve	32.8	33.2	33.7
1.6	3.0	4.4	Other Long-Term Assets	6.6	5.1	3.6
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
1.6	3.3	5.1	Current Portion of Term Debt	5.2	3.8	2.4
1.2	7.4	13.6	Notes Payable	11.5	12.1	12.8
15.0	14.2	13.3	Accounts Payable, Trade	16.4	13.9	11.3
11.7	11.0	10.4	Other Payables & Accruals	6.9	6.2	5.6
28.5	35.9	42.4	CURRENT LIABILITIES	40.0	36.0	32.1
1.9	3.1	4.3	Other Long-Term Debt	7.6	8.2	8.7
30.4	39.0	46.7	TOTAL LIABILITIES	47.6	44.2	40.8
69.6	61.0	53.3	EQUITY (NET WORTH)	52.4	55.8	59.2
			Statistical Data			
1.6%	13.8%	25.9%	Percent Change in Sales, '83 vs. '82	12.4%	7.9%	3.3%
57.4	49.1	45.5	Cost of Sales/Inventory	43.8	46.2	49.1
60.5	53.9	49.0	Average Collection Period	48.5	47.2	45.3
4.0%	9.4%	22.2%	Profit Before Income Taxes/Assets	7.3%	13.7%	16.7%
5.5%	9.9%	24.9%	Net Income/Equity	9.2%	17.0%	19.8%

Less Profitable: PBIT less than 5.0%
More Profitable: PBIT equal to or more than 5.0%

Less Profitable: PBIT less than 7.2%
More Profitable: PBIT equal to or more than 7.2%

PLASTIC PROCESSING INDUSTRY BY END USE

SURVEY NO. 22, 1983

TRANSPORTATION			Operating Statements	MEDICAL
Less Profitable	Median	More Profitable		Median
100.0	100.0	100.0	Sales	100.0
2.1	2.0	1.9	Less Adjustments & Allowances	0.7
97.9	98.0	98.1	Net Sales	99.3
46.8	43.5	41.0	Direct Materials	40.8
11.3	11.6	12.0	Direct Labor	12.1
6.5	6.8	7.0	Indirect Labor	7.9
3.1	3.2	3.4	Utilities	2.8
3.2	3.1	2.9	Depreciation	3.3
12.2	11.0	9.8	Other Mfg. Expense	10.0
0.8	0.6	0.4	Net on Tool Transactions	0.2
3.5	3.8	4.2	Selling Expenses	2.5
6.7	7.5	8.2	Administrative Expense	13.6
3.8	6.9	9.2	Operating Earnings	6.1
1.7	1.5	1.4	Misc. (Income) or Expense	3.2
2.1	5.4	7.8	Profit Before Income Taxes	2.9
0.3	1.8	2.6	Income Taxes	0.9
1.8	3.6	5.2	PROFIT AFTER INCOME TAXES	2.0
177.0%	179.1%	181.2%	Sales as Percentage of Total Assets	265.0%
			Balance Sheets	
2.0	3.0	4.0	Cash	5.5
26.4	29.4	32.4	Accounts & Notes Receivable	20.8
16.2	18.2	20.1	Inventory	13.3
3.6	2.6	1.7	Other Current Assets	1.5
48.2	53.2	58.2	CURRENT ASSETS	41.1
29.0	23.7	17.2	Land & Buildings, at Cost	31.7
7.7	5.8	4.0	Depreciation Reserve	7.4
56.1	55.9	55.6	Machinery & Equipment, at Cost	54.8
30.1	30.7	31.2	Depreciation Reserve	25.5
4.5	4.3	4.2	Other Long-Term Assets	5.3
100.0	100.0	100.0	TOTAL ASSETS	100.0
4.0	4.5	5.0	Current Portion of Term Debt	4.2
22.1	16.5	10.9	Notes Payable	19.1
16.7	18.2	19.7	Accounts Payable, Trade	16.9
6.9	8.1	9.2	Other Payables & Accruals	7.5
49.7	47.3	44.8	CURRENT LIABILITIES	47.7
14.5	10.0	5.4	Other Long-Term Debt	1.9
64.2	57.3	50.2	TOTAL LIABILITIES	49.6
35.8	42.7	49.8	EQUITY (NET WORTH)	50.4
			Statistical Data	
16.2%	21.4%	26.5%	Percent Change in Sales, '83 vs. '82	8.0%
39.2	45.7	51.9	Cost of Sales/Inventory	23.6
54.4	59.9	65.3	Average Collection Period	28.6
3.7%	9.7%	14.1%	Profit Before Income Taxes/Assets	7.7%
8.3	15.1%	18.9%	Net Income/Equity	10.5%

Less Profitable: PBIT less than 5.4%
More Profitable: PBIT equal to or more than 5.4%

DEFINITIONS

1. **Accounts Payable, Trade** — Amounts owed for goods or services, related to a firm's primary activity, under an informal credit agreement—usually payable within one or two months.
2. **Administrative Expense** — An expense related to the enterprise as a whole as contrasted to expenses related to more specific functions such as manufacturing or selling.
3. **Buildings** — Factory buildings, store buildings, garages, warehouses and so on.
4. **Capitalized Lease Obligations** — The present value of future commitments for cash payments to be made in return for the right to use property owned by someone else.
5. **Cash** — Currency and coins, negotiable checks, and balances in bank accounts.
6. **Current Portion of Long Term Debt** — Long-term debt falling due within one year of the balance sheet date.
7. **Depreciation Expense** — The cost of assets used in manufacturing which is allocated to the period covered by the operating statement.
8. **Depreciation Reserve** — The cumulative amount of the cost of long-term assets (land and buildings, machinery and equipment, and mold, tools, dies) that has been allocated to prior periods in measuring net income or to cost of production.
9. **Direct Labor** — Cost of labor, including fringe benefits, applied and assigned directly to the manufacture of a product.
10. **Direct Material** — Cost of material including inbound freight, applied and assigned directly to the manufacture of a product.
11. **Direct Packaging and Shipping Supplies** — Costs of supplies directly applied to the packaging and shipping of units of manufactured products to customers.
12. **Equity** — The difference between total assets and total liabilities.
13. **FIFO** — First in, first out method of inventory valuation under which ending inventory is computed from more recent purchases and cost of goods sold in computed from oldest purchases including beginning inventory.
14. **Finished Goods Inventory** — Completed but unsold manufactured products.
15. **Inbound Freight** — The cost of freight or shipping incurred in acquiring inventory.
16. **Indirect Labor** — A cost, including fringe benefits, of labor that is not directly applied to the manufacture of a product such as for foremen.
17. **Interest Expense or (Income)** — The difference between interest paid and interest received.
18. **Land** — Site at cost plus the cost of any undepreciable improvements.
19. **LIFO** — Last in, first out method of inventory valuation where the ending inventory is computed from cost of the oldest units and cost of goods sold is the cost of most recently acquired units.
20. **LIFO Reserve** — Current or FIFO historical cost of ending inventory less LIFO historical cost.
21 **Lease Expense** — The amount payable to the owner of an asset for its use during the period covered by the operating statement.
22. **Machinery and Equipment** — Machinery and Equipment, with life of more than one year, valued at cost.
23. **Marketable Securities** — Government bonds, or stocks and bonds of corporations which the firm plans to hold for a relatively short period of time and which can be bought and sold readily.
24. **Molds, Tools, Dies** — Molds, Tools and Dies with life of more than one year, valued at cost.
25. **Net on Tool Transaction** — The difference between the amount paid for small tools (life less than one year) and the amount received for the sale of such tools.
26. **Net Sales** — Sales (excluding tooling) at gross invoice amount less return allowances, freight paid for customers and discounts taken.
27. **Notes Payable including Bank Loans** — The face amount of promissory notes given in connection with loans from the bank or the purchase of goods or services.
28. **Operating Earnings** — Net sales less the total of all expenses listed on the questionnaire from out going freight to research and development expense inclusive.
29. **Notes Receivable** — Amounts due from customers or from others to whom loans have been made or credit extended, when the claim has been put into writing in the form of a promissory note.
30. **Other Current Assets** — Prepayments, receivables other than trade accounts and notes, manufacturing supplies, spare parts, small tools, office supplies, etc.

31. **Other Expense or (Income)** — The difference between outlays and receipts on transactions (other than receipt or payment of interest) not related to the primary purpose of the firm such as income on investments, gains or losses on sale of assets, etc.
32. **Other Fixed Factory Expense** — Costs, other than those included in questionnaire, that are not directly associated with identifiable units of a product such as property taxes, insurance, etc.
33. **Other Long-Term Assets** — Assets, other than those specifically listed in the questionnaire, which are expected to last more than one year including capitalized leases, goodwill, etc.
34. **Other Long Term Debt** — Obligations (other than Real Estate Mortgages) having due dates, or maturities, more than one year after the balance sheet date.
35. **Other Payables and Accruals** — All current liabilities other than the three enumerated: current portions of long term debt, notes payable including bank loans and trade accounts payable.
36. **Other Selling Expense** — Selling expenses (other than sales commissions) including compensation of salesmen, travel, advertising, etc.
37. **Other Variable Manufacturing Expense** — Expenses, not specifically called for in questionnaire that vary with level of output but cannot be identified with any particular unit of product, such as cleaning supplies, rags, work clothes, etc.
38. **Outgoing Freight** — The cost of freight or shipping incurred in selling inventory.
39. **Packaging and Shipping Supplies** — Inventory of supplies applied directly to the packaging and shipping of manufactured product.
40. **Profit After Income Taxes** — Profit before income taxes less Federal income tax and other income taxes.
41. **Profit Before Income Taxes** — Operating earnings less Interest expense and other expense.
42. **Provision For Income Taxes Payable** — The estimated liability for income taxes accumulated and unpaid, based on the taxable income of the firm from the beginning of the taxable year to the date of the balance sheet.
43. **Raw Material Inventory** — Unused materials from which manufactured products are to be made.
44. **Real Estate Mortgages** — Mortgages on land and its improvements and buildings.
45. **Research and Development Expense** — Expenses for research—activities aimed at discovering new knowledge in the hope that such activity will be useful in creating a new product, process or service. Expenses for development—activities to translate research findings or other knowledge into a new or improved product, process or service.
46. **Sales Commission** — Commissions paid to salespersons or other selling agents. Do not include salaries of salespersons.
47. **Trade Accounts Receivable** — Amounts due from customers from the sale of goods relating to prime activity of business.
48. **Utilities** — Includes the cost of power, fuel, water and sewers.
49. **Work-in-Process Inventory** — Partially completed manufactured products.

Procedure for Profits & Loss Statement

The median for each item in the P & L statement is computed. Since the median is used the deduction (addition) of all costs (income) from sales will not necessarily yield the median for net profits before taxes. All costs (income) are adjusted proportionately to yield the net profit before tax median. The adjustments are minor for any one item. Similarly, the medians for federal and state income taxes are adjusted to yield the calculated median net profit after income taxes.

Procedure for Balance Sheet

The medians of the individual assets are adjusted proportionately to total 100 per cent.

The median of the individual liabilities are adjusted proportionately so that when added to the calculated median for the net worth will total 100 per cent.

Definitions

Less Profitable — Consists of all firms whose net profit before taxes is less than the median.

More Profitable —Consists of those firms whose net profit before taxes is equal to or greater than the median.

A

Abitibi Price Corporation
Middlebury, IN 45540

Aim Packing Inc.
Port Clinton, OH 43452

AL-KO Products, Inc.
Fraser, MI 48026

Allen Extruders, Inc.
Zeeland, MI 49464

Alma Plastics Co.
Alma, MI 48801

American Vinyl Company
Hialeah, FL 33014

Amoco Engineered Plastics Company
Englewood, CO 80112

Anaheim Custom Extruders
Anaheim, CA 92806

Applied Plastics Tech.
Slocum, RI 02877

Astro Plastics
Rosemont, MN 55068

Atlas Plastics Corporation
Cape Giradeau, MO 63701

Automatic Molded Plastics, Inc.
South Bend, IN 46628

B

Bangor Plastics, Inc.
Bangor, MI 49013

Brockway, Inc.
Nashua, NH 03063

Bunnell Plastics, Inc.
Mickleton, NJ 08056

C

Cacoosing Industries, Inc.
Sinking Spring, PA 19608

Cadillac Products
Sterling Heights, MI 48077

Cal-Mold, Inc.
Industry, CA 91744

Camfield Fiberglass Plastics
Zeeland, MI 49464

Ceilcote
Berea, OH 44017

Chemplast, Inc.
Wayne, NJ 07470

Chili Plastics, Inc.
Rochester, NY 14624

Colgate Plastics Corp.
Buffalo, NY 14220

Conwed Corporation
St. Paul, MN 55101

Crane Plastics Manufacturing
Columbus, OH 43216

Creative Pultrusions, Inc.
Alum Bank, PA 15521

Crescent Plastics, Inc.
Evansville, IN 47711

Crosby Manufacturing Company
Crosby, MN 56441

Crown Fiberglass
Orrville, OH 44667

Crystal-X Corp.
Lenni, PA 19052

D

Harry Davis Molding Co.
Chicago, IL 60639

Davis Com & Pad
Cave Springs, GA 30124

DeKalb Molded Plastics Company
Butler, IN 46721

Dickten & Masch Manufacturing Co.
Nashotah, WI 53058

Diemolding Corporation
Canastota, NY 13032

Dimco-Gray Company
Centerville, OH 45459

Dipak Manufacturing Co., Inc.
Westport, NY 12993

Drew Foam of Colorado
Denver, CO 80204

E

Eastern Steel Barrel Corp.
Piscataway, NJ 08854

EGC Corporation
Houston, TX 77222

Electro-General Plastics Corp.
Cleveland, OH 44140

EPCO
Reno, NV 89513

Essef Industries
Mentor, OH 44060

Ex-Cell-O Corporation
Athens, TN 37303

F

Fabri-Kal Corporation
Kalamazoo, MI 49001

Ferguson Manufacturing Inc.
Richmond, MO 64085

Fibercast Company
Sand Springs, OK 74063

Fibergrate Corporation
Addison, TX 75001

Fleck Company, Inc.
Auburn, WA 98002

FormPac Corp.
Sandusky, OH 44870

Formtech
Stow, OH 44224

Freight Container Corp.
Oxnard, CA 93030

FRP Fabrications
Brockton, MA 02401

G

G.N.P. Inc.
Hampshire, IL 60140

Gage Industries, Inc.
Lake Oswego, OR 97034

Garfield Molding Co., Inc.
Garfield, NJ 07026

The General Industries Co.
Elyria, OH 44035

General Marble Corp.
Rancho Cucamonga, CA 91730

Gillette Co.
Boston, MA 02106

The Glastic Co.
Cleveland, OH 44121

Goodall Rubber Company
Trenton, NJ 08650

Gougeon Brothers, Inc.
Bay City, MI 48707

Grantham, Inc.
Fairport Harbor, OH 44077

Gruber Systems, Inc.
Valencia, CA 91355

H

Hansen Plastics
Elgin, IL 60120

Haysite Reinforced Plastics
Erie, PA 21211

Hoffer Plastics Corp.
South Elgin, IL 60177

Hopple Plastics Inc.
Florence, KY 41042

Hughes Plastics, Inc.
St. Joseph, MI 49085

Huron Plastics, Inc.
St. Clair, MI 48079

A.L. Hyde Co.
Grenloch, NJ 08032

I

Igloo Corp.
Houston, TX 77043

Ingress-Plastene
Crawfordsville, IN 47933

Integral Corporation
Dallas, TX 75223

ITT Thermotech Division
Hopkins, MN 55343

J

Jason Products Co.
Emeryville, CA 94608

Justin Fiberglass, Inc.
Georgetown, DE 19947

K

Kessler Products Co., Inc.
Youngstown, OH 44501

Kingston Plastics Co.
Des Plaines, IL 60016

Koro Corp.
Hudson, MA 01749

Kurz-Kasch, Inc.
Dayton, OH 45401

L

L. B. Plastics, Inc.
Mooresville, NC 28115

Leigh Industries, Inc.
Ashtabula, OH 44004

Lenco Company
Waverly, NE 68462

Leon Plastics
Grand Rapids, MI 49501

Lewis Plastics Co., Inc.
Chicago, IL 60639

Livingstone Coating Corp.
Charlotte, NC 28266

Loral Packaging Inc.
Garwood, NJ 07027

Lunn Industries, Inc.
Wyandanch, NY 11798

M

Mankato Corporation
Mancato, MN 56001

Mastic Corp.
South Bend, IN 46624-0065

Menasha Corp.
Nennah, WI 54956

Meriden Molded Plastics
Meriden, CT 06450

Metal-Cladding Inc.
N. Tonawanda, NY 14120

Michigan Plastics Products Co.
Grand Haven, MI 49417

Molden Container Corp.
Portland, OR 97202

Molded Fiber Glass Companies
Ashtabula, OH 44004

Moldex Inc.
Putnam, CT 06260

Moldtronics, Inc.
Downers Grove, IL 60515

Morrison Molded Fiber Glass Co.
Bristol, VA 24203-0580

N

National Plastics Corp.
Fort Wayne, IN 46825

Norwesco, Inc.
Minneapolis, MN 55420

O

Owens-Illinois, Inc.
Toledo, OH 43666

P

Pacific Allied Products Ltd.
EWA Beach, HI 96706

Packaging Systems Corp.
Orangeburg, NY 10962

Parkway Plastics, Inc.
Piscataway, NJ 08854

The Phillips Manufactguring Co.
Canton, MA 02021

Pine River Plastics Inc.
St. Clair, MI 48079

Placon Corporation
Madison, WI 53708

Plano Molding Company
Plano, IL 60545

Plastics Concept, Inc.
Carson, CA 90746

Plastic Engineering Inc.
Kalamazoo, MI 49007

Plastics Extrusion & Engineering Co., Inc.
Northboro, MA 01532

Plastic Industries, Inc.
Athens, TN 37303

Plastic Ingenuity, Inc.
Cross Plains, WI 53528

Plastic Moldings Corp.
Cincinnati, OH 45214

Plastics, Inc.
St. Paul, MN 55164

Plastics Mfg. Co.
Dallas, TX 75233

Poly-Cast Inc.
Tigard, OR 97223

Polymer Conversions, Inc.
Buffalo, NY 14227

Poly Pipe Industries, Inc.
Gainesville, TX 76240

Portage Industries, Inc.
Portage, WI 53901

Precision Southeast Inc.
Myrtle Beach, SC 29577

Precision Custom Products, Inc.
DeGraff, OH 43318

Prent Corp.
Janesville, WI 53545

Primex Plastics Corp.
Carson, CA 90745

Profile Extrusions Company
Hastings, MI 55033

Profile Plastics Corp.
Northbrook, IL 60062

Productive Plastics, Inc.
Mt. Laurel, NJ 08054

Progressive Plastics, Inc.
Cleveland, OH 44135

Puget Corporation
Tacoma, WA 98966

Q

Quality Plastics Co., Inc.
Newburg, OR 97132

R

Ray Products Co., Inc.
El Monte, CA 91734

Recto Molded Products, Inc.
Cincinnati, OH 45209

Reed Plastics Corporation
Holden, MA 01520

Regal Plastics Co.
Kansas City, MO 64127

Regal Plastics Co.
Roseville, MI 48066

Reinhold Industries, Inc.
Santa Fe Springs, CA 90670

Richmond Plastics, Inc.
Richmond, VA 23235

Rockwell International
Troy, MI 48084

Romeo Rim, Inc.
Romeo, MI 48065

Rostone
Lafayette, IN 47903

S

Seaquist Plastics
Mukwonago, WI 53149

A.O. Smith-Inland Inc.
Little Rock, AR 72209

Snyder Industries, Inc.
Lincoln, NE 68504

South Bend Plastics, Inc.
South Bend, IN 46634

Southern Plastics Co.
Columbia, SC 29202

The Spiratex Co.
Dearborn, MI 48123

Spir-it Inc.
Wakefield, MA 01880

Styrex Industries, Inc.
High Point, NC 27262

Styro-Molders Corp.
Colorado Springs, CO 80907

Sunbeam Plastics
Evansville, IN 47711

Sundt Products, Inc.
Tuscon, AZ 85726

Superior Mold Co.
Walnut, CA 91789

Surf Chemical Inc.
Hackettstown, NJ 07840

T

Techform, Inc.
Mount Airy, NC 27030

Technology Products, Inc.
Longmont, CO 80501

Teel Plastics Co., Inc.
Baraboo, WI 53913

Tetra Plastics, Inc.
Chesterfield, MO 63017

Tigerflex Corp.
Elk Grove Village, IL 60007

Trans Plastics, Inc.
Conneaut, OH 44030

Tri-Plas, Inc.
Ontario, CA 91761

U

UFE Incorporated
Stillwater, MN 55082

United Southern Industries, Inc.
Forest City, NC 28043

W

Wamar Products, Inc.
Caledonia, MI 49316

Waterbury Companies
Waterbury, CT 06720

Web Plastics Co..
Richwood, OH 43344

Westlake Plastics Co.
Lenni, PA 19052

Westmoreland Plastics Co.
Latrobe, PA 15650

Witt Plastics, Inc.
Greenville, OH 45331

Z

Zehrco Plastics, Inc.
Ashtabula, OH 44004

The Society of the
Plastics Industry, Inc.

SPI

SurveyQuestionnaire

355 Lexington Avenue
New York, New York 10017
(212) 573-9400

FINANCIAL AND OPERATING RATIOS SURVEY No. 22—1983

CONFIDENTIAL

FOR PLASTICS PROCESSORS WITH SALES OF LESS THAN $10 MILLION

TO: ALL SPI PLASTICS PROCESSING COMPANIES with 1983 sales of less than $10 million (raw materials producers, manufacturers of machinery, molds and auxiliary equipment, please disregard this questionnaire.)

This is the questionnaire for the twenty-second Financial and Operating Ratios Survey for **custom or proprietary plastics processing** firms engaged in compression, blow, or injection molding; extruding; reinforced plastics; or other methods of processing. If your plastics sales in 1983 were $10 million or more, call the SPI Statistical Department (212) 573-9429 for a different questionnaire.

This survey covers statements for the calendar year 1983 or the closest fiscal year. If you have separate operations engaged in different processes (e.g. an injection molding plant and an extrusion plant) or different businesses (e.g. a custom compression molding plant and a proprietary injection plant), please **complete a separate questionnaire for each operation.** If you are a division or plant in a multiproduct company where it is not possible to extract all balance sheet items, mark N.A. on such lines. If precise calculations are too difficult, reasonable estimates are acceptable.

As more processors convert to 6 and 7-day work weeks, it has been decided to reflect maximum capacity as 365 days less 10 holidays = 355 days x 24 hours = 8,500 Total Available Machine Hours.

This questionnaire is fairly simple to complete and will permit more meaningful groupings of ratios by different types and sizes of firms. All financial information is to be reported as percentages of sales or assets. Calculation of ratios will be performed during compilation of the data.

It is important to note that as the number of firms who participate increases, so will the level of detail of the data, by type of process and by sales size. This will make the report much more meaningful. So, we urge all processors to participate in this year's survey.

All individual company replies will, of course, be held in strictest confidence. Please return your completed questionnaire by February 24, 1984 to Dr. Ernest Kurnow in the preaddressed envelope enclosed. **All participants will automatically receive a copy of the final report provided the enclosed "Report Mailing Card" (yellow) is filled out and returned along with the completed questionnaire.** Make a copy of your completed questionnaire for your records.

This survey is sponsored by SPI's FINANCIAL MANAGEMENT COMMITTEE.

Please return one copy of this questionnaire by February 24, 1984 to:

Dr. Ernest Kurnow
Professor of Business Statistics
Graduate School of Business Administration
New York University
100 Trinity Place
New York, NY 10006

Plastics

PLEASE COMPLETE THE ENCLOSED REPORT MAILING CARD (YELLOW) TO RECEIVE A COPY OF THE FINAL REPORT.

QUESTIONNAIRE FOR PLASTICS PROCESSING COMPANIES WITH SALES OF LESS THAN $10 MILLION
1983 — FINANCIAL AND OPERATING DATA — 1983

ASSET AND LIABILITY (BALANCE SHEET) DATA

All figures, to one decimal place, as percentage of Total assets

Cash	_____
Accounts Receivable	_____
Inventory	_____
Other Current Assets	_____
TOTAL CURRENT ASSETS	_____
Land & Buildings	_____
Depreciation Reserve	(_____)
Machinery & Equipment	_____
Depreciation Reserve	(_____)
Other Long-Term Assets	_____
TOTAL ASSETS	100.0%
Accounts Payable	_____
Current Portion of Long-Term Liability	_____
Other Current Liabilities	_____
Notes Payable	_____
Other Long Term Liabilities	_____
Net Worth	_____
TOTAL LIABILITIES AND NET WORTH	100.0%

OPERATING (PROFIT AND LOSS) STATEMENT DATA

All figures, to one decimal place, as a percentage of sales

Sales (Excluding Tooling)	100.0%
Less Adjustments & Allowances	(_____)
Net Sales	_____
Direct Labor	_____
Direct Materials	_____
Indirect Labor	_____
Utilities	_____
Depreciation	_____
Other Manufacturing Expense	_____
Net on Tooling Transactions	_____
Selling Expenses	_____
Administrative Expense	_____
Other Expenses (Income)	_____
Profit before Income Taxes	_____
Income Taxes	_____
Profit after Income Taxes	_____

QUESTIONNAIRE FOR PLASTICS PROCESSING COMPANIES WITH SALES OF LESS THAN $10 MILLION

For purposes of classification and more meaningful analysis, please complete each of the following questions—

1. In 1983, what was your company's percentage change in net sales as compared to 1982?
_____% (plus or minus?)

2. In 1983, what was your Net Sales/Total Assets ratio? _____%

3. Are the ratios, as reported herein, based upon calendar 1983 or closest fiscal year?
☐ Calendar Year 1983
☐ Closest fiscal year ended _____ 19____
Month

4. In 1983, what was the average number of employees (production, sales and administration) involved in plastics processing? _____Employees

5. What was the percentage distribution of your 1983 sales by process type?

Injection Molding	_____%	EPS Sheet Extrusion	_____%
Blow Molding	_____%	Finishing/Decorating	_____%
Compression/Transfer	_____%	Reinforced	_____%
Rotomolding	_____%	SMC Molding	_____%
Extrusion	_____%	Fabricating	_____%
Thermoforming	_____%	Other (Describe):	_____%
Reaction Injection Molding (RIM)	_____%	TOTAL	100.0%

Other (describe) _____

6. Approximately, what percentage of your 1983 sales were custom or proprietary?

Custom	_____%
Proprietary	_____%
TOTAL	100.0%

7. In 1983, what was the percentage distribution of your sales according to end-use application?

Appliances	_____%	Medical	_____%
Construction (excluding pipe/fittings)	_____%	Packaging	_____%
Siding	_____%	Toys	_____%
Electronics	_____%	Transportation	_____%
Furniture	_____%	*Other	_____%
Housewares	_____%	TOTAL	100.0%

*Other (describe): _____

8. In 1983, what were your plastics sales? (This information will only be used to determine how best to group similar size companies.)

☐ Under $500,000
☐ $ 500,000 to $ 999,999
☐ $1,000,000 to $1,999,999
☐ $2,000,000 to $2,999,999
☐ $3,000,000 to $3,999,999
☐ $4,000,000 to $4,999,999
☐ $5,000,000 to $5,999,999
☐ $6,000,000 to $6,999,999
☐ $7,000,000 to $7,999,999
☐ $8,000,000 to $8,999,999
☐ $9,000,000 to $9,999,999
☐ $10,000,000 and over (see below)

If your plastics sales in 1983 were $10 million or more, you should be completing a different questionnaire. Call the SPI Statistical Department at (212) 573-9429 and ask for the large processor Financial & Operating Ratios Survey Questionnaire.

9. If you are a molder of SMC, please check here. ☐

10. If you are a custom sheet extruder, please check here. ☐

11. If you are a thermoformer, please check here. ☐

Thank you for your cooperation.

Please return one copy of this questionnaire by February 24, 1984 to:

Dr. Ernest Kurnow
Professor of Business Statistics
Graduate School of Business Administration
New York University
100 Trinity Place
New York, NY 10006

PLEASE COMPLETE THE ENCLOSED REPORT MAILING CARD (YELLOW) TO RECEIVE A COPY OF THE FINAL REPORT.

The Society of the
Plastics Industry, Inc.

SPI

SurveyQuestionnaire

355 Lexington Avenue
New York, New York 10017
(212) 573-9400

FINANCIAL AND OPERATING RATIOS SURVEY No. 22—1983

CONFIDENTIAL

FOR PLASTICS PROCESSORS WITH SALES OF $10 MILLION OR MORE

TO: ALL SPI PLASTICS PROCESSING COMPANIES with 1983 sales of less than $10 million (raw materials producers, manufacturers of machinery, molds and auxiliary equipment, please disregard this questionnaire.)

This is the questionnaire for the twenty-second Financial and Operating Ratios Survey for **custom or proprietary plastics processing** firms engaged in compression, blow, or injection molding; extruding; reinforced plastics; or other methods of processing. If your plastics sales in 1983 were less than $10 million, call the SPI Statistical Department (212) 573-9429 for a different questionnaire.

This survey covers statements for the calendar year 1983 or the closest fiscal year. If you have separate operations engaged in different processes (e.g. an injection molding plant and an extrusion plant) or different businesses (e.g. a custom compression molding plant and a proprietary injection plant), please **complete a separate questionnaire for each operation.** If you are a division or plant in a multiproduct company where it is not possible to extract all balance sheet items, mark N.A. on such lines. If precise calculations are too difficult, reasonable estimates are acceptable.

As more processors convert to 6 and 7-day work weeks, it has been decided to reflect maximum capacity as 365 days less 10 holidays = 355 days x 24 hours = 8,500 Total Available Machine Hours.

This questionnaire is fairly simple to complete and will permit more meaningful groupings of ratios by different types and sizes of firms. All financial information is to be reported as percentages of sales or assets. Calculation of ratios will be performed during compilation of the data.

It is important to note that as the number of firms who participate increases, so will the level of detail of the data, by type of process and by sales size. This will make the report much more meaningful. So, we urge all processors to participate in this year's survey.

All individual company replies will, of course, be held in strictest confidence. Please return your completed questionnaire by February 24, 1984 to Dr. Ernest Kurnow in the preaddressed envelope enclosed. **All participants will automatically receive a copy of the final report provided the enclosed "Report Mailing Card" (yellow) is filled out and returned along with the completed questionnaire.** Make a copy of your completed questionnaire for your records.

This survey is sponsored by SPI's FINANCIAL MANAGEMENT COMMITTEE.

Please return one copy of this questionnaire by February 24, 1984 to:

Dr. Ernest Kurnow
Professor of Business Statistics
Graduate School of Business Administration
New York University
100 Trinity Place
New York, NY 10006

Plastics

PLEASE COMPLETE THE ENCLOSED REPORT MAILING CARD (YELLOW) TO RECEIVE A COPY OF THE FINAL REPORT.

QUESTIONNAIRE FOR PLASTICS PROCESSING COMPANIES WITH SALES OF $10 MILLION OR MORE
1983 — FINANCIAL AND OPERATING DATA — 1983

ASSET AND LIABILITY (BALANCE SHEET) DATA

All figures, to one decimal place, as percentage of Total assets)

Cash and Marketable Securities	_____
Trade Accounts and Notes Receivable	_____
Raw Material Inventory (at FIFO ☐, LIFO ☐, Other ☐)	_____
Work in Process Inventory (at FIFO ☐, LIFO ☐, Other ☐)	_____
Finished Goods Inventory (at FIFO ☐, LIFO ☐, Other ☐)	_____
LIFO Reserve (if applicable)	_____
Packaging and Shipping Supplies	_____
Other Current Assets (Prepayments, other receivables, manufacturing supplies, spare parts, small tools, etc.)	_____
Land and Buildings (At cost)	_____
Depreciation Reserve	(_____)
Machinery and Equipment (At cost)	_____
Depreciation Reserve	(_____)
Molds, tools, dies (At cost)	_____
Depreciation Reserve	(_____)
Other Long-Term Assets (Capitalized Lease, Goodwill, etc.)	_____
TOTAL ASSETS	**100.0%**
Current Portion of Long-Term Debt (due within one year)	_____
Notes Payable including Bank Loans	_____
Accounts Payable, Trade	_____
Other Payables and Accruals	_____
Provision for Income Taxes Payable	_____
Real Estate Mortgages	_____
Other Long-Term Debt	_____
Equity (Net Worth)	_____
TOTAL LIABILITIES AND NET WORTH	**100.0%**

OPERATING (PROFIT AND LOSS) STATEMENT DATA

All figures, to one decimal place, as percentage of Net Sales

Net Sales (Excluding tooling)	**100.0%**
Outgoing Freight and Branch Warehousing	_____
Direct Materials (Including inbound freight)	_____
Direct Packaging & Shipping Supplies	_____
Direct Labor (Including fringe benefits)	_____
Indirect Labor (Including fringe benefits)	_____
Utilities (Power, fuel, water, sewer)	_____
Other Variable Manufacturing Expense	_____
Depreciation Expense	_____
Lease Expense	_____
Other Fixed Factory Expense (Property taxes, insurance, etc.)	_____
Net on Tool Transactions	_____
Sales Commissions	_____
Other Selling Expense (Salesman's compensation, travel, advertising, etc.)	_____
Administrative Expense	_____
Engineering Expense (if not included in manufacturing or selling expense)	_____
Research and Development Expense	_____
Operating Earnings	_____
Interest Expense or <Income>	_____
Other Expense or <Income> (Investment income, gains or losses on sales of assets, etc.)	_____
Profit Before Income Taxes	_____
Federal Income Tax	_____
Other Income Tax (State, Foreign, Local, etc.)	_____
Profit After Income Taxes	_____

PLEASE NOTE THAT ALL INFORMATION WILL BE HELD IN STRICT CONFIDENCE

STATISTICAL DATA

Net Sales/Total Assets ..... _____ %
Net Sales/Average Number of All Employees ..... _____ $/employee
Productive Machine Hours/Total Available Machine Hours (assume 8,500 Hrs. available per year per primary machine) _____ %
Net Sales/All Employees Man Hours ..... _____ $/man hr.
Net Sales/Total Employment Costs (Salaries, Wages, and Fringe Benefits) ..... _____ %
Net Sales/Production Worker Man Hours (Hourly-paid employees assigned to manufacturing) ..... _____ $/man hr.
Net Sales/Production Worker Employment Costs (Hourly-paid employees assigned to manufacturing) ..... _____ %
(Net Sales minus Cost of Materials)/lbs. processed ..... _____ $/lb.
Total Manufacturing Payroll/lbs. processed ..... _____ $/lb.

To provide the plastics processing industry with some historical idea of sales growth at the processor level annually, please answer question 1.

1. In 1983, what was your company's percentage change in net sales as compared to 1982? _____ % (plus or minus?)

2. Are the ratios as reported herein, based upon calendar year 1983 or closest fiscal year?
   ☐ Calendar year 1983
   ☐ Closest fiscal year ended _____ 19____
   MONTH

For purposes of classification and more meaningful analysis, please complete each of the following questions—

3. In 1983, what was the average number of employees (production, sales and administration) involved in plastics processing?
   _____ Employees

4. What was the percentage distribution of your 1983 sales by process type?

Injection Molding	_____ %	Reaction Injection Molding (RIM)	_____ %
Blow Molding	_____ %	EPS Sheet Extrusion	_____ %
Foam Molding	_____ %	Finishing/Decorating	_____ %
Compression/Transfer	_____ %	Reinforced	_____ %
Rotomolding	_____ %	SMC Molding	_____ %
Extrusion	_____ %	Fabricating	_____ %
Thermoforming	_____ %	*Other	_____ %
		Total 100	%

*Other (describe): _____

5. Approximately, what percentage of your 1983 sales were custom or proprietary—

Custom	_____	%
Proprietary	_____	%
Total	100	%

6. In 1983, what was the percentage distribution of your sales according to end-use application?

END USE

Appliances	_____ %	Medical	_____ %
Construction (excl. pipe/fittings)	_____ %	Packaging	_____ %
Pipe and Fittings	_____ %	Toys	_____ %
Siding	_____ %	Transportation	_____ %
Electronics	_____ %	*Other	_____ %
Furniture	_____ %	Total 100	%
Housewares	_____ %		

*Other (describe): _____

7. In 1983, what were your plastics sales? (This information will only be used to determine how best to group similar size companies.)

☐ Under $1,000,000	☐ $15,000,000 to $19,999,999	☐ $35,000,000 to $39,999,999
☐ $1,000,000 to $4,999,999	☐ $20,000,000 to $24,999,999	☐ $40,000,000 to $44,999,999
☐ $5,000,000 to $9,999,999	☐ $25,000,000 to $29,999,999	☐ $45,000,000 to $49,999,999
☐ $10,000,000 to $14,999,999	☐ $30,000,000 to $34,999,999	☐ $50,000,000 and over

8. If you are a molder of SMC, please check here ☐.

9. If you are custom sheet extruder, please check here ☐.

10. If you are a thermoformer, please check here ☐.

PLEASE NOTE THAT ALL INFORMATION WILL BE HELD IN STRICT CONFIDENCE.

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